

GRAIN DEALERS' JOURNAL

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CHICAGO, ILL., FEBRUARY 25, 1902.

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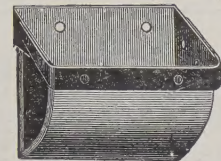
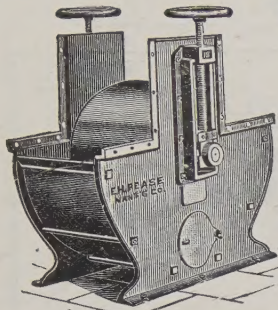
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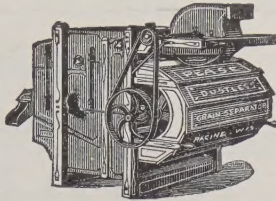
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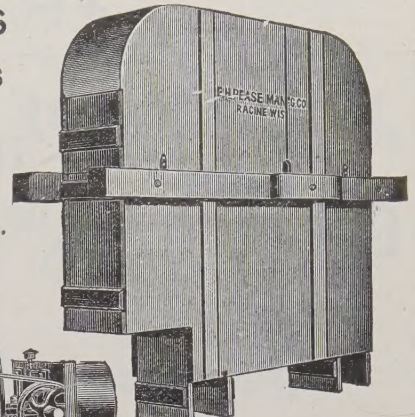
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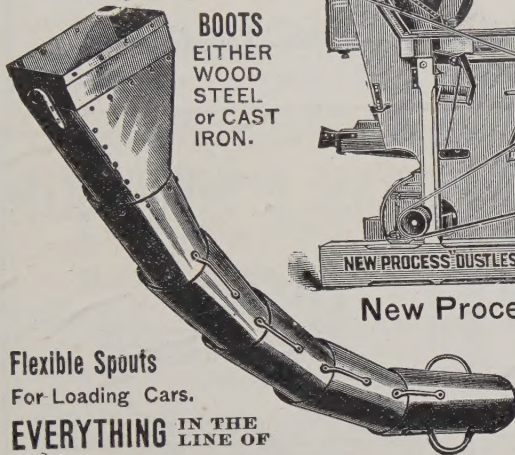
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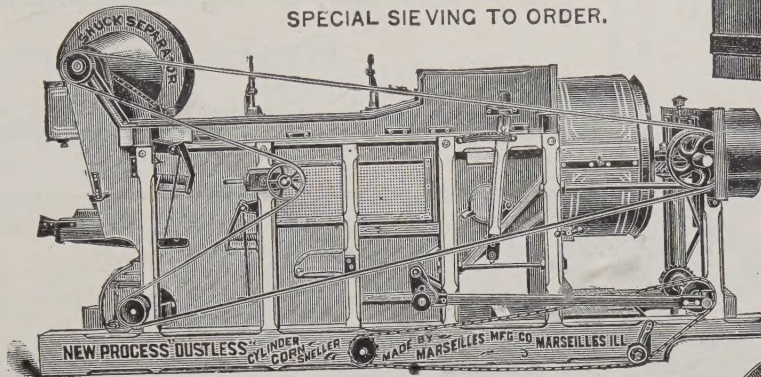
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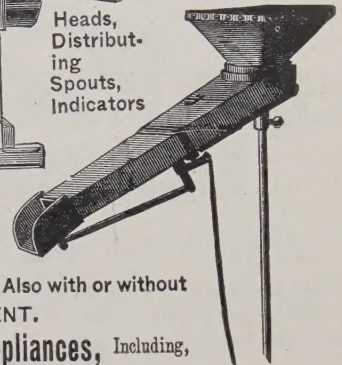


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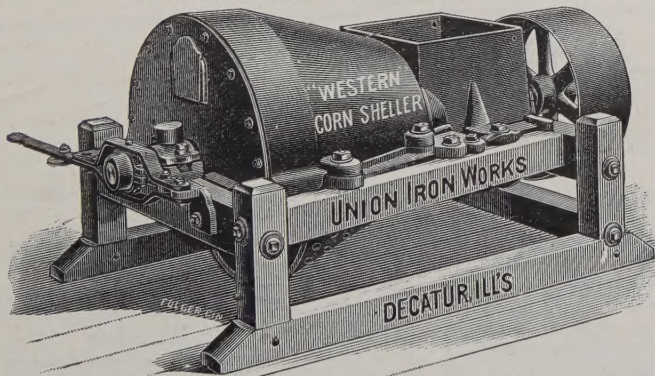
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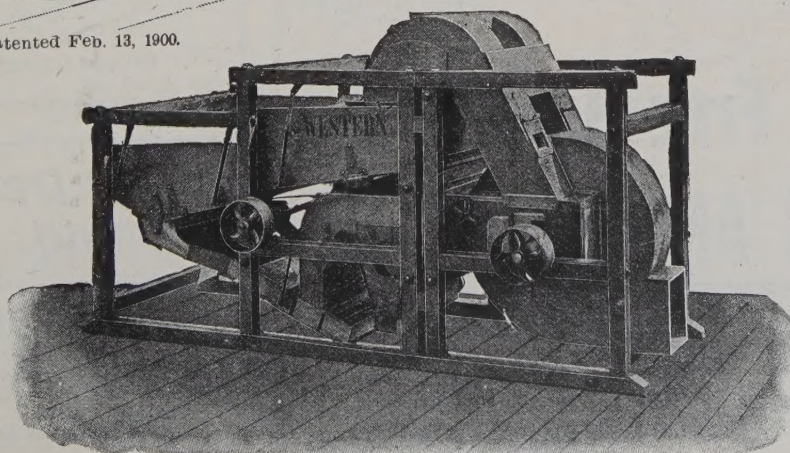


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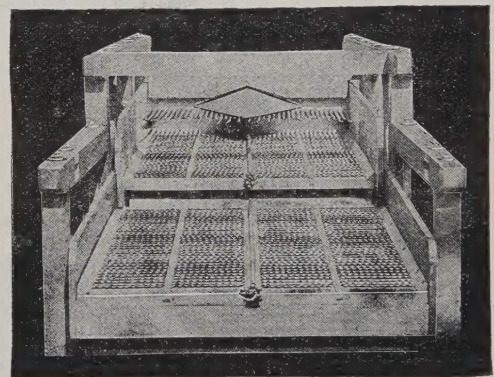
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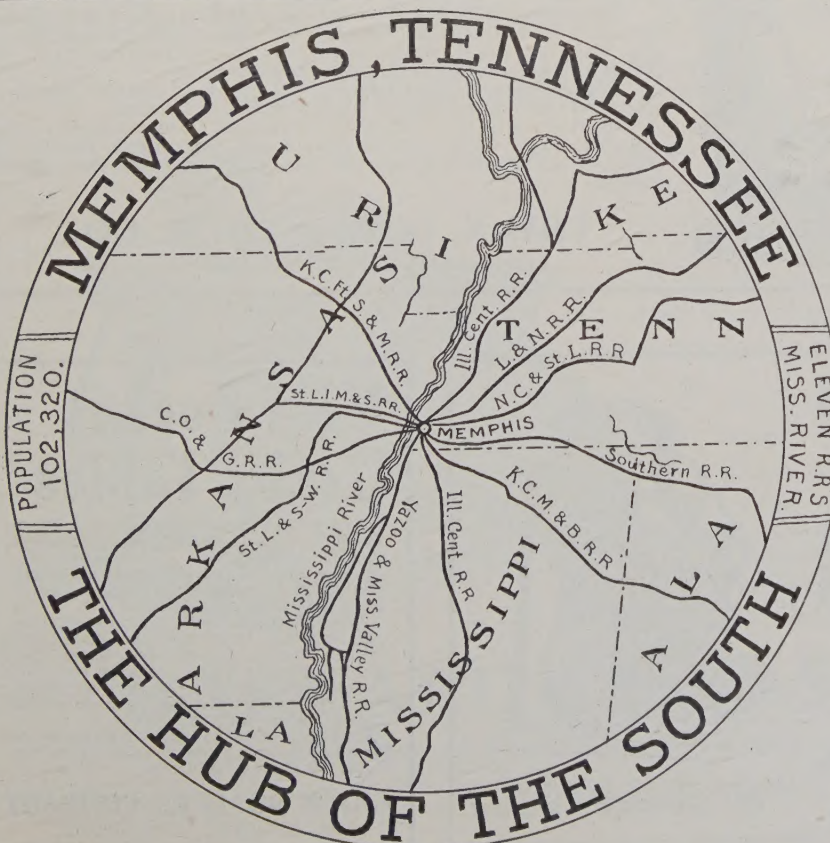
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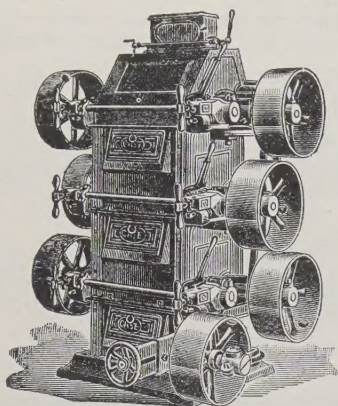
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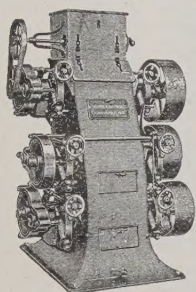
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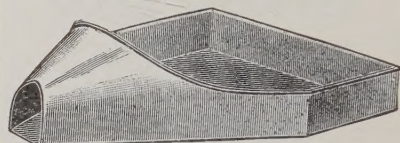
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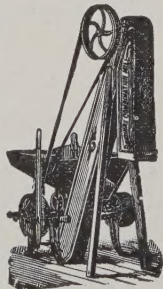
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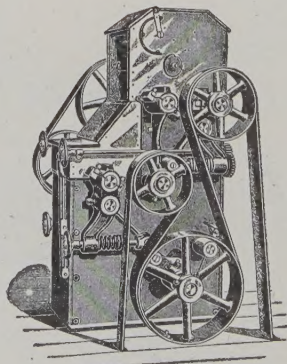
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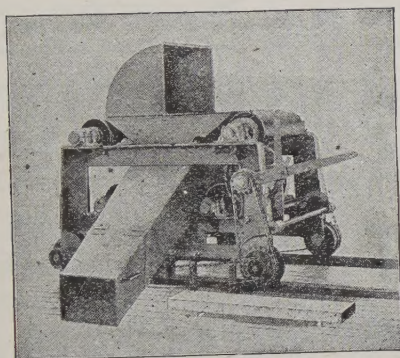
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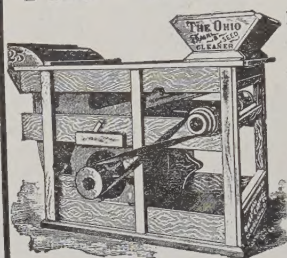
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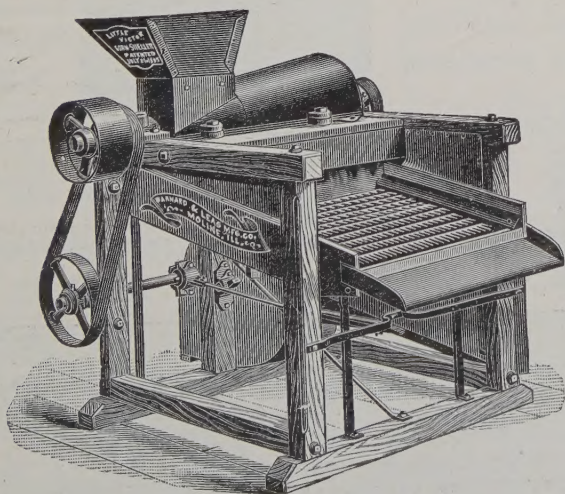
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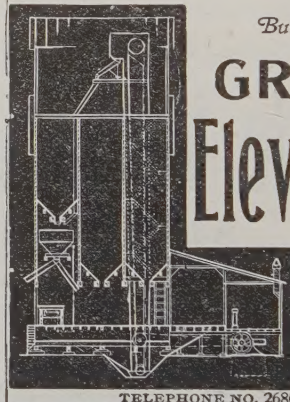
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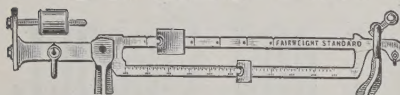
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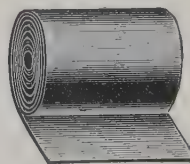
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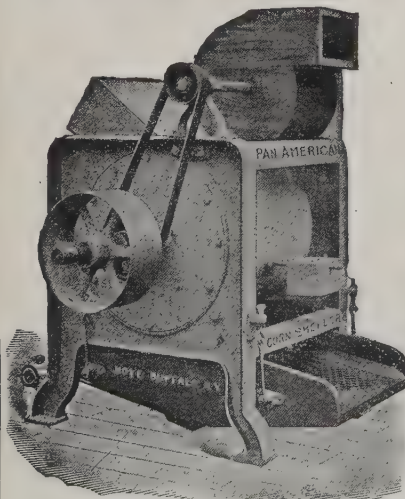
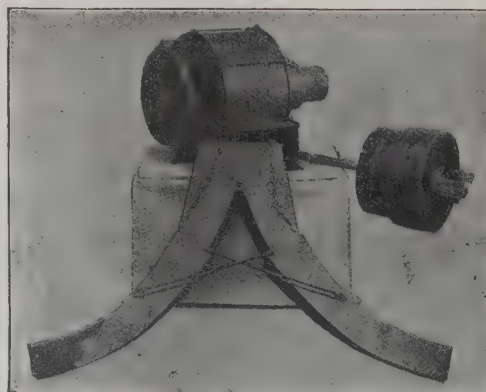
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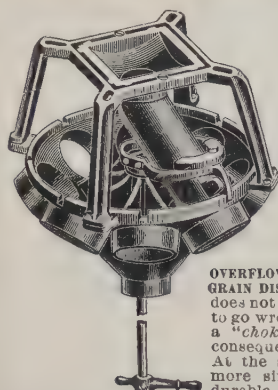
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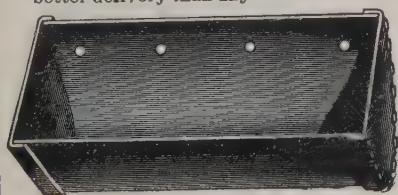
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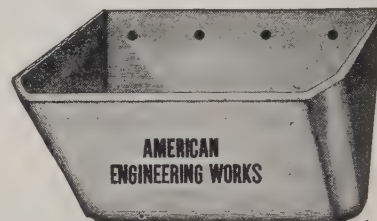
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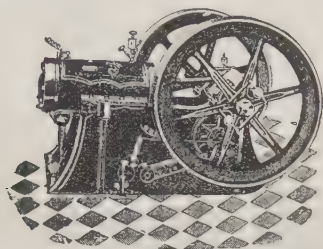
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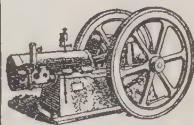
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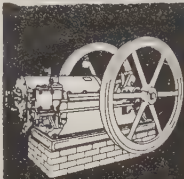
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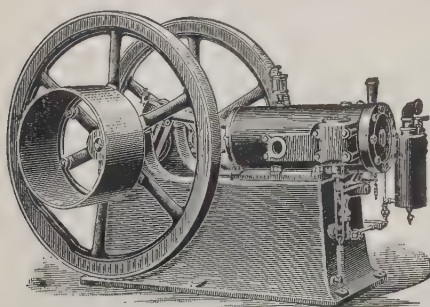
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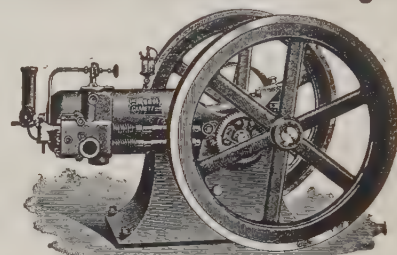
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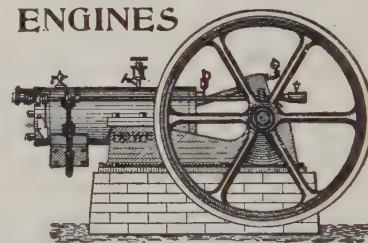
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and Grain Scales.

Double or Compound Beams

Steel Frames.

St. Louis, Kansas City,
Minneapolis, Cleveland. Borden & Selleck Co., Chicago, Ill.

2 JOURNALS FOR \$2
HAY—GRAIN

Dealers engaged in handling hay as well as grain will profit by subscribing for journals devoted exclusively to the interests of each trade.

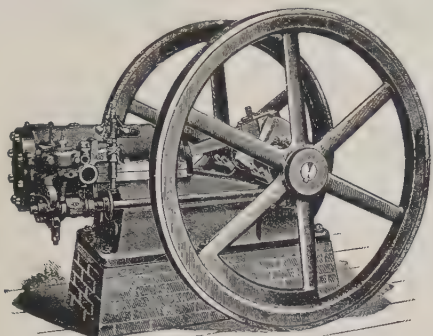
The Hay Trade Journal is published weekly at Canajoharie, N. Y., by Willis Bullock, for \$2 per year. The Grain Dealers Journal is published on the 10th and 25th of each month for \$1 per year. Regular dealers can get both Journals one year by sending draft or express order for \$2 to

GRAIN DEALERS JOURNAL

255 La Salle Street

CHICAGO, ILL.

POWER FOR GRAIN ELEVATORS.



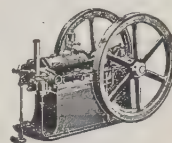
"NEW ERA" GAS AND GASOLINE ENGINES.

Easy to start; easy to operate;
heavy and substantial; high grade;
thoroughly guaranteed; electric or
tube igniter.

Sizes, 5 to 60 H. P.

If interested write for particulars to
The New Era Iron Works Company,
No. 86 Dale Ave., DAYTON, OHIO.

BRUNNER ELEVATOR ENGINE FOR GRAIN ELEVATORS.



From 1 to 30 H. P.

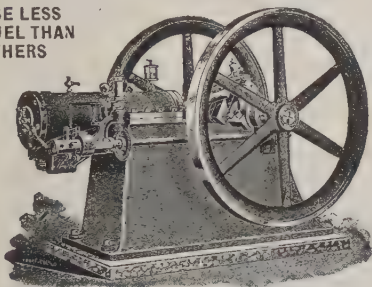
Write for descriptive circular.

CHARLES BRUNNER, Mfr.,
Peru, Ill.

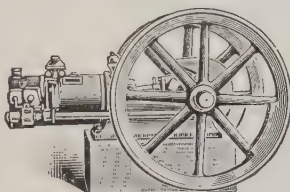
LENNOX GAS ENGINE
MFD. BY **LENNOX MACH. CO.**
MARSHALLTOWN, IA.
WRITE FOR CATALOGUE
of Elevator Engines.

Columbia GAS and GASOLINE ENGINES

USE LESS
FUEL THAN
OTHERS



E. L. GATES MFG. CO.
34-36 So. Canal St. CHICAGO, ILL.



An observant individual who claims to know,
says that "When a man buys his first : : : :
GAS OR GASOLINE ENGINE,
he selects the cheapest" (meaning the lowest
priced). "Naturally it soon wears out, and if
his experience with the cheap kind has not com-
pletely disgusted him, he then buys the best" (usually the **highest** priced).
This statement tallies with our knowledge of the facts and accounts in a great
measure for the ever increasing demand for the **OTTO ENGINE.**

There are many of the cheap kind but only one best.

THE OTTO GAS ENGINE WORKS, Philadelphia, Penna.
Chicago Representative, T. W. SNOW, 360 Dearborn St.

Cifer Codes

USE A GOOD TELEGRAPH
CIPHER CODE : : PREVENT
ERRORS, REDUCE THE COST
OF SENDING MESSAGES AND
PREVENT CONTENTS BECOMING
KNOWN TO AGENTS : : : :

ROBINSON'S TELEGRAPH CIPHER CODE is used
more extensively by the grain trade than all
others combined. Well arranged. Compact;
can easily be carried in the pocket. Well
printed on good paper. Bound in leather,
\$2.00; cloth, \$1.50.

A, B, C, INTERNATIONAL CODE is used more exten-
sively in international trade than any other.
Bound in cloth, 480 pages. American Edition,
\$5.00.

BALTIMORE EXPORT CABLE CODE, the latest, sim-
plest and most popular code used in the ex-
port grain trade. Bound in leather, 152
pages. Price, \$8.00.

COMPANION CABLE CODE, a complete general code,
with words from the official telegraph vocabu-
lary. Bound in cloth, 144 pages. Price,
\$5.00.

**JENNING'S NEW ENGLAND TELEGRAPH CIPHER AND
DIRECTORY.** Bound in morocco, \$3.00.

STEWART'S INTERNATIONAL CODE. By means of
which any number from 1 to 1,000,000 can be
expressed by a single word of not more
than ten letters. Bound in paper, 22 pages.
25 cents.

UNITED STATES CIPHER CODE. Bound in cloth, 136
pages. price, 3.00.

For any of the above, address

GRAIN DEALERS CO.
10 PACIFIC AVENUE, CHICAGO, ILL.

The Gas and Gasoline Engine and Its Age

By **NORMAN & HUBBARD**

Is a practical hand-book of questions and
answers on any difficulty that may arise in
the care, management and operation of a
Gas or Gasoline Engine. It is a reference
book for users and those contemplating the
purchase of a gas or gasoline engine.

It gives a historical review of the growth
of the gas and gasoline engine and the fea-
tures that are essential to the good working
of a gas or gasoline engine. It gives a
long list of questions and answers which
are invaluable to users, describes an indi-
cator, the pounding of engines, precautions
in running a gas engine, etc. It also gives a
description of nearly all the prominent
makes of American engines, besides a very
complete set of rules and tables, which are
invaluable to operators of engines. This
book is of convenient size, well bound in
cloth covers, printed on book paper, and
profusely illustrated. Price \$1.00.

FOR SALE BY

GRAIN DEALERS COMPANY
255 LaSalle St., CHICAGO, ILL.

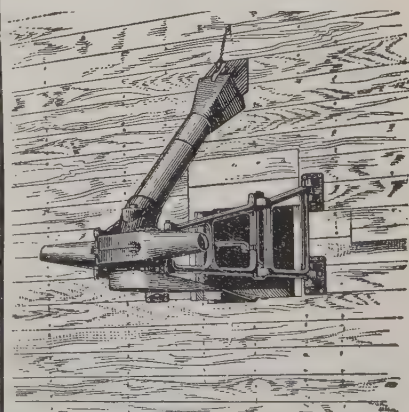
68 POUND EAR CORN TABLE

which reduces to bushels of 68 pounds each,
any weight of ear corn from 100 to 6,590 pounds
will be sent to anyone for 25 cents.

Subscribers to the GRAIN DEALERS JOUR-
NAL can obtain a copy by sending 10 cents to
GRAIN DEALERS COMPANY

255 La Salle St. CHICAGO, ILL.

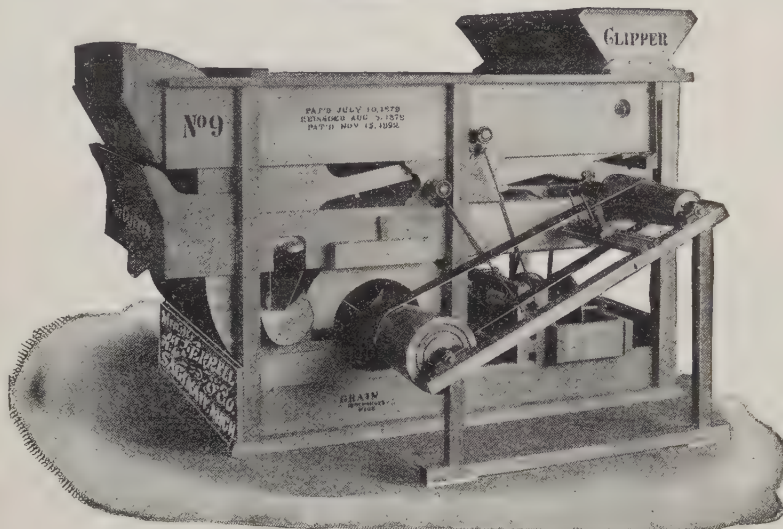
Improved Ideal Car Loader



Manufactured at Allenville, Ill. Loads
any size car from end to end and full to
the roof with but very little power.
Does not crack grain. Does not blow the
grain, thus sorting the light and heavy
and causing off grades. Pays for itself
in a short time. Hundreds in use giv-
ing universal satisfaction. Can we
interest you by saving you money? Sold
subject to 30 days' trial at your elevator.
Write for catalog giving full particu-
lars.

The Ideal Car Loader Co.,
ALLENVILLE, ILL.

The CLIPPER Grain CLEANERS



THIS CUT REPRESENTS OUR NO. 9 SPECIAL CLEANER, WITH TRAVELING BRUSHES AND SPECIAL AIR CONTROLLER.

ARE YOU ENGAGED IN CLEANING

GRAIN, SEEDS OR BEANS?

If so, this machine should interest you, if fine work and cost of power are to be considered. Unexcelled for cleaning clover and timothy seed.

The Albert Dickinson Co. have in daily use 74 Clipper Seed Cleaners. The St. Anthony & Dakota Elevator Co. have placed 89 of the Clipper Grain and Flax Cleaners in their line of elevators the past two years. More than 90 per cent of the seed firms use

Clipper Seed Cleaners.

Our Perforated Sample Plate and Catalog for the asking.

A. T. FERRELL & CO.

SAGINAW, MICH.

Clark's Grain Book

Is a Record and Memorandum Book for the use of Country Dealers.

It is 9½ x 12 inches, contains 400 pages of heavy manilla paper, bound with board covers, leather back and corners. Each page is ruled into 12 uniform sized squares. Each square is used to keep a record of each load of grain, there being room enough to write the farmers name, kind of grain, gross, tare and net weights and to figure how much it comes to at the ruling market price.

Price \$1.50.

For Sale by

Grain Dealers Company,
10 Pacific Avenue, Chicago, Ill.

No. 44 COAL SALES BOOK

THREE BOOKS IN ONE.

1. It is your original entry of all sales made.
2. It is your original entry on your scale weights.
3. It is your Journal from which you do your posting.

It contains spaces for 6,000 loads. Each page is ruled with column headings as follows: Date; Ledger Folio; To Whom Sold; Gross; Tare; Net; Price Per Ton; Amount.

This book contains 150 pages of good ledger paper printed and ruled. It is well bound in cloth covers with leather back. Size of book 8½ x 14 in. Price, \$1.75. For sale by

GRAIN DEALERS COMPANY,
10 Pacific Ave., Chicago, Ill.

Grain Register

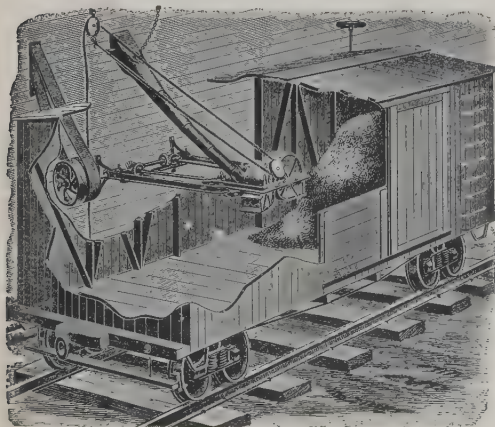
For Country Buyers is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received. Each page is 8½ x 14 inches and at the top of the columns are printed Date, Name, Article, Gross and Tare, Number of Pounds, Number of Bushels, Price, Amount, Bin Number, and Remarks. Each page has spaces for 20 wagon loads and each book contains 100 pages, making each book contain spaces for records of 2,000 loads. The book is well printed on linen ledger paper, ruled in four colors and substantially bound in leather covers.

PRICE - - \$1.25.

For Sale by

GRAIN DEALERS COMPANY,
10 Pacific Ave., CHICAGO, ILL.

The Champion Car Loader



Will fill each end of the car at the same time.

Has a capacity of 6,000 to 9,000 bushels per hour.

A perfect success.

Write the inventor and pioneer manufacturer of the rotary car loaders, for full particulars.

Manufactured by

E. H. REYNOLDS,
STERLING, ILL.

No. 23

Grain Scale Book

An indexed journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½ x 15½ inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

For Sale by

GRAIN DEALERS COMPANY
10 PACIFIC AVE. CHICAGO, ILL.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ELEVATORS FOR SALE.

12,000-bu. grain elevator, good repair; large territory. Box 53, Logan, Ia.

20,000-bushel elevator and residence for sale. Address P. A. Axen, Galt, Ia.

EASTERN ILLINOIS elevator for sale on main line of Big 4. Address J. T. Powell, Vermilion, Ill.

THREE line elevators and dwelling house for sale. Address Wood, box 4, care Grain Dealers Journal, Chicago.

ILLINOIS elevator at great sacrifice, or exchange for real estate. Must be sold. W. L. Cadle, 440 Canal st., Chicago.

ELEVATORS to suit the most exacting are quickly found by advertising in the "Elevators Wanted" column of the Grain Dealers Journal.

TWO INDIANA ELEVATORS for sale. One on Vandalia, one on main line Penn. R. R. Address Plymouth Nov. Mfg. Co., Plymouth, Indiana.

INDIANA elevator for sale. Good location, large territory and doing a good business. Address H. A. L., box 1, care Grain Dealers Journal, Chicago.

A 20,000 capacity elevator for sale, on the C. R. I & P., in the wheat belt of Oklahoma. In good condition. Good reason for selling. Central Grain Co., Hennessey, O. T.

WAREHOUSE and good, established business for sale; 5,000 bu. storage, gasoline engine, feed mill, loading track, coal sheds and potato storage. In Greeley potato belt. H. P. Hill, Kersey, Colo.

ELEVATOR of 14,000 bu. capacity with a store building in connection for handling seeds and feed, located in a thriving western town and doing a splendid business, for sale; \$8,000. A fine opportunity for some one. To any one interested full particulars will be given. Address A. S. E., box 6, care Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE.

ELEVATOR of Bertrand Farmers' Business Association is for sale. Address Frank O. Peterson, Bertrand, Neb.

TWO HAY barns at Wolcott and one at Remington, Ind., for sale at a bargain. Well located for either hay or grain business. Must be sold quick. Address Snap, Box 14, Grain Dealers' Journal, Chicago.

IOWA 24,000-bu. elevator, gasoline power, with cribs, barn, scales, safe, wagons and all fixtures, for sale. Earned nearly \$4,000 last year. Good fuel business. Address Coal, 72, Traders bldg., Chicago.

IN GOOD thriving town in best part of Iowa, grain elevator, coal sheds, office and two scales. Shipped 225 cars of grain last year; sold 27 cars of coal. Object in selling, poor health. For particulars write to or call on W. C. Yeisley, Blairstown, Ia.

NEW 10,000-bu. elevator within 45 miles of Cincinnati for sale at a bargain or exchanged for other property, as owner has other business. Pays 10 per cent rent. Address Corn, 72 Traders bldg., Chicago.

OUR 50,000-bu. elevator handled last year 240,000 bu. at a profit of \$5,000, and will be sold for \$8,000, on account of other business. In good Iowa county seat. Address Dexter, box 4, care Grain Dealers Journal, Chicago.

ELEVATOR 30,000 capacity, cribs 12,000; 2 Constant Dumps; gas engine; coal and implements. Townships 600 cars annually. Plant worth \$10,000; will take \$7,000; bargain. Address Illinois, box 4, care Grain Dealers Journal, Chicago.

SOLD ENGINE THRU AD.

John H. Doyle, Longview, Ill.: "Please discontinue my advertisement in the Grain Dealers Journal, as I have sold my engine thru the ad., and could have sold one-half dozen engines if I had them."

Wud U Sell Out?

Then read the advertisements in the "Elevators Wanted" column of the Grain Dealers Journal, or better still, advertise your property in the "Elevators For Sale" columns of the Grain Dealers Journal, and get your own price for it. Ads in this column cost only 15 cents per line, yet bring quick returns.

Address,

GRAIN DEALERS' JOURNAL
255 LaSalle St., Chicago, Ill.

ELEVATORS WANTED.

WANTED to lease an elevator in Illinois. Box 556, Minonk, Ill.

ELEVATOR wanted at good grain point. Give particulars. P. H. Daub, Helena, Ohio.

ELEVATOR WANTED, good grain point Ill. or Ind. Give particulars. Box 333, Covington, Ind.

GOOD grain elevator wanted in Ill., Ind., or Iowa. Address H. C., box 1, care Grain Dealers Journal, Chicago.

WANTED: 4 to 6 good elevators tributary to Chicago, Peoria or Springfield, Ill. Cash buyers. Aaron Smick, Decatur, Ill.

TWO or three grain elevators wanted in northern Iowa, or southern Minnesota. Address S. D., box 2, care Grain Dealers Journal, Chicago.

WANTED, to buy, an elevator in northern Iowa or Minnesota. Way-Johnson-Lee Co., 606 Corn Exchange, Minneapolis, Minn.

WANT TO BUY one or two elevators in Indiana, or will build at good locations. Give particulars first letter. Box 224, Frankfort, Ind.

TWO OR THREE grain elevators wanted in northwestern Ia., southern Minn., or eastern S. D. Address W. T., lock box 53, Sheldon, Ia.

IF you want to sell your elevator, advertise it in the "Elevators for Sale" column of the Grain Dealers Journal. This will place your property before all probable buyers and insure your getting a good price for it.

ELEVATORS WANTED. If you wish to sell or lease your elevator, list same with us. It costs nothing unless sale is made, and then only \$1 for each sale resulting. Elevator Exchange, 72 Traders bldg., Chicago, Ill.

STEEL ROOFING



Strictly new, perfect, Semi-Hardened Steel Sheets, 2 feet wide, 6 feet long. The best Roofing, Siding or Ceiling you can use. No experience necessary to lay it. An ordinary hammer or hatchet the only tools you need. We furnish free with each order sufficient paint and nails. Comes either flat, corrugated or "V" crimped. Delivered free of all charges at the following prices

TO ALL POINTS IN

INDIANA, ILLINOIS,
WISCONSIN, MICHIGAN,
OHIO, IOWA, WEST
VIRGINIA.
Per Square, \$2.35.

PENNSYLVANIA, NEW
YORK, NEW JERSEY,
MARYLAND, KENTUCKY,
MISSOURI, MINNESOTA,
Per Square, \$2.50.

Prices on other States on application.
A square means 100 square feet. Write for free
catalogue No. 326

CHICAGO HOUSE WRECKING CO., W. 35th and Iron Sts., Chicago

A PARTNER

HELP or a POSITION,

can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain-trade's accepted medium for "wanted" and "for sale" ads.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ENGINES FOR SALE.

GAS or gasoline engine for sale, 3 h. p. Murray, 1253 Milwaukee-av., Chicago.

GASOLINE engines, all makes bought, sold, rented and exchanged. McDonald, 36 W. Randolph-st., Chicago.

"GUS" GAS AND GASOLINE ENGINES. None better made. The Carl Anderson Co., 23 N. Clinton, Chicago.

BOILER for sale, 60-h. p. tubular, 50 in. diam., 15 ft. long. McReynolds & Co., 313 Western Union Bldg., Chicago.

BOILERS for sale, all sizes, horizontal, tubular, complete. J. E. Russell, 1407 Manhattan bldg., Chicago.

SECOND-HAND Lewis gas or gasoline engine, No. 15, 20-h. p., in good shape. Rider Grain Co., Kentland, Ind.

OTTO GAS ENGINES, 4-horse and 10-horse power, can be altered for gasoline. Chas. E. Prunty, Main and Market, St. Louis, Mo.

BOILER for sale, naked, 12x42, 34 flues, in good order, with small patch on bottom. New flues put in before taken out because too small. John Stren, Reinbeck, Ia.

FOR SALE or exchange for a 6-h. p. gasoline engine, a 16-h. p. center-crank steam engine with 20-h. p. boiler. Boiler only used 6 months. Entire outfit in first-class condition and now in use. Way-Johnson-Lee Co., Minneapolis, Minn.

BARGAINS DON'T keep long when advertised in The Journal, but I am constantly getting in more new and second-hand steam and gasoline engines. A 20-h.p. gasoline engine on bargain table just now, almost new. J. D. Wallace, Champaign, Ill.

SECOND-HAND GASOLINE ENGINES for sale: One 8-h. Badger, one 4-h. Foos, one 4-h. vertical Hass, one 3-h. vertical Cornell, all in good condition. C. P. & J. Lauson, mfgs. of the Badger Gas and Gasoline Engines, 103 W. Water-st., Milwaukee, Wis.

GASOLINE engines for sale: 25-h. p. Charter, 12-h.p. Charter, 6-h.p. Charter, 17-h.p. New Era, 10-h.p. Otto, 8-h.p. Pierce, 4-h.p. Pease, 3-h.p. White; No. 1 Willford 3-roller Mill, No. 2 Willford 3-roller Mill; 4-roller Mill; 2-h.p. marine engine and boiler; 7x10 steam engine and 20-h.p. boiler; 35-h.p. steam engine and 60-h.p. boiler. C. D. Holbrook & Co., Minneapolis, Minn.

ONE 40-h. p. Charter Gasoline Engine, in use about two months, \$700; one 35-h. p. Charter Gasoline Engine, used in an elevator about six months, guaranteed in first-class condition, \$600; one 28-h. p. Charter Gasoline Engine, used nine months, fully guaranteed, \$500; one 10-h. p. portable gasoline engine, manufactured by the Kennard Hay Press Co., of St. Paul, \$400; one 8-h. p. portable gasoline engine, \$350. For sale by Allen P. Ely & Co., Omaha, Neb.

ENGINES FOR SALE.

FOR SALE—Secondhand gasoline engines, 1 to 50 h. p. Why buy new engines when we sell slightly used and guaranteed at one-half original cost? We have all makes and all sizes. Write us, stating your needs. Price Machinery Co., 507 Great Northern bldg., Chicago, Ill.

ENGINES WANTED

WANTED—10 or 12-h. p. second-hand steam engine; must be nearly new. O. M. Kelly, Dana, Ill.

SCALES FOR SALE.

SCALES, 2d-hand, all sizes, also new ones cheap. Chicago Scale Co., Chicago.

ONE thousand bushel hopper scale, with patent self-registering beam and leveling device, \$175. Address Barry-Wehmler Machinery Co., St. Louis, Mo.

REFITTED R. R. track, hopper and wagon scales; Howe, Fairbanks and Buffalo makes; good as new and will be sold cheap. All sizes in stock new of our own make. U. S. Scale Co., Terre Haute, Ind.

SCALES WANTED.

PLEASE discontinue our ad of Scales for Sale. Could have sold them six times already. Yours truly, J. G. Hermann, Ashmore, Ill. [This is the result of a four-line ad run once.]

SCALES not in use can be sold quickly and at small cost by advertising in our department, "Scales for Sale."

MACHINES WANTED.

FEED MILL outfit wanted in exchange for good new 2-story 6-room house, located in manufacturing town of 2,500 in gas belt. W. C. Gordon, Albany, Ind.

MACHINES left standing idle will deteriorate, increase your fire hazard and the cost of insurance. Sell them; get them out of your way; put your money where it will earn something. Advertise in the "Machines for Sale" column of the Grain Dealers Journal.

NEW AND SECOND HAND MACHINERY

Send for our Catalog No. 58 C.

We handle everything needed in a grain elevator; can fill orders promptly and at lowest prices.

Our stock includes gasoline and steam engines, cleaning machinery, corn shellers and cleaners, feed mills, shafting, hangers, buckets, etc. When writing mention this paper.

B. F. GUMP CO.

ESTABLISHED 1872
INCORPORATED 1901

53 So. Canal St., CHICAGO.

MACHINES FOR SALE.

SCIENTIFIC Feed Mill, size N-1, good as new. W. O. Brackett, Sherman, Tex.

OAT CLIPPER for sale; No. 3 Monitor, good as new. Write for particulars. E. F. Sherman, Edison, O.

SECONDHAND GAS and gasoline engines bought, sold or exchanged. J. M. Johnston, 217 Lake st., Chicago.

CAR-LOADERS for sale, 6 Metcalf bifurcated, secondhand. O. W., box 3, care Grain Dealers Journal, Chicago.

NEW CYCLONE Dust Collector, No. 5, in perfect order, for sale. Address Spencer-Slauson Grain Co., Piqua, Ohio.

THE "EUREKA" Double Shoe Compound Motion, Two Fan Separator. Very cheap. Address W. H. Moorhead, '56 Traders' building, Chicago, Ill.

SCREW conveyor, elevator boots and belting, and Cyclone Dust Collector for sale. Write for catalog No. 326. The Chicago House Wrecking Co., W. 35th and Iron-sts., Chicago.

WANTED—Grain elevator men who want grain handling machinery of any description, new or second-hand, can get their wants promptly supplied by advertising them in this department.

WANTED: Grain elevator men, who want grain handling machinery of any description, to mail us their specifications of what they want. Rock bottom prices on belting and machinery. A. S. Garman & Sons, Akron, O.

MACHINERY COMPLETE for 50-barrel mill, Nordyke & Marmon make, only 3 years old; 2 swing sifters, 4 stand rolls, 3 cleaning machines, flour packer stock hoppers, spouts, belts, shafting, etc. Cheap trade or cash party buying to take same out. J. M. Brafford, Kirklin, Ind.

PORTABLE corn sheller mounted on wheels for sale. The Sandwich Mfg. Co.'s No. 2 will easily shell 3,000 bu. corn in ten hours, and clean it in a first-class manner for the market. It is new and only run to shell 15,000 bu., and is in perfect order. Price, \$200. H. C. Tinkham, Latty, Ohio.

HELP WANTED.

WANTED, a grain buyer to run country station; must have experience; prefer German; a position permanent for the right man. Ward & Cadwell Co., Fairmont, Minn.

TRAVELERS who call on country grain dealers can easily make something on the side and at the same time promote their regular business. Address Side Line, Box 12, Grain Dealers' Journal, Chicago, Ill.

GRAIN AND LUMBER man wanted to sell lumber, buy grain and live stock; \$45 per month to start; steady work for good, sober man. State age and experience; location in northwest Iowa. E. & S., box 4, care Grain Dealers Journal, Chicago.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

GRAIN FOR SALE.

SEED CORN AND OATS for sale in car-loads or less. La Rose Grain Co., La Rose, Ill.

MEDIUM and mammoth clover seed for sale. Write for samples and prices. Cal Baum, Matthews, Ind.

SEED CORN AND OATS for sale in carloads or less. Send for samples. J. W. Berry Grain Co., Clarinda, Ia.

WANTED—Buyers or sellers of field seeds or seed grain, to correspond with the Illinois Seed Co., Chicago, Ill.

TEXAS RED SEED OATS for sale in car lots. Very choice; correspondence solicited. F. P. Miller & Son, Chetopa, Kan.

CLOVER, timothy, field seeds of all kinds for sale, car lots or less; write for prices and samples. Crabbs & Reynolds, Crawfordsville, Ind.

WHITE WHEAT in car-loads, if needing write Sam Williamson, Salt Lake City, Utah. Address telegrams "Williamson," Salt Lake City, Utah.

EARLY OHIO SEED POTATOES, raised in the Red River Valley in North Dakota; macaroni wheat, millet, Hungarian, etc. Fargo Seed House, Fargo, N. D.

SEED CORN, Michigan grown, is the earliest and produces large crops. Hammond's 60-day Flint, American Pride, Race Horse Dent and Thoroughbred White Dent are the 4 famous varieties to-day. Harry N. Hammond Seed Co., Ltd., Box 265, Bay City, Mich.

TIMOTHY, CLOVER and all kinds of farm seeds, seed corn, etc. I have choice seed corn and will sell in car lots or less to suit purchaser. Choice Seed Barley, Wheat and Oats in any quantity and prices the lowest. Get my prices and samples before buying. Dealers supplied promptly. E. B. Michael, Storm Lake, Iowa.

GRAIN WANTED.

WANTED, straight, dark mixed oats. Send samples and quotations. W. H. Small & Co., Evansville, Ind.

WANTED—White corn and black oats of superior quality. Mail samples to Illinois Seed Co., Chicago, Ill.

GRAIN and hay account wanted for eastern Pa. by man of wide experience and acquaintance among trade. G. M., box 4, care Grain Dealers Journal, Chicago.

PARTNERS WANTED.

PARTNER WANTED to take half interest in grain, coal and stock business, 30,000-bu. elevator, in good town in eastern Kansas; \$3,000 to \$4,000 required. Address Partner, Box 14, care Grain Dealers' Journal, Chicago.

SITUATIONS WANTED.

POSITION as manager or book-keeper for country station wanted; 8 years' experience. Address John Wint, Chickasaw, Ohio.

POSITION wanted as buyer at country station by man of experience. Age 41. Address R. E. B., box 3, care Grain Dealers Journal, Chicago, Ill.

POSITION wanted in country elevator as buyer and elevator man. Three years' experience and best of reference. Address O. W. L., Box 2, care Grain Dealers Journal, Chicago.

HELP-WANTED advertisements invariably bring twenty times as many replies as any other. If you want help, advertise in The Grain Dealers Journal and you will have a large number of applicants to select from.

POSITION wanted in country elevator as buyer and elevator man. Three years' experience and the best of reference. Salary, \$45 per month to start. Address J. A. G., Box 11, care Grain Dealers Journal, Chicago.

J. J. WILSON & CO.
COMMISSION BROKERS,
HAY, GRAIN AND PRODUCE
Correspondence Solicited.
86 Commerce St., - NORFOLK, VA.

MISCELLANEOUS FOR SALE.

FARM for sale—First-class, improved in north central Indiana. J. B. Clark, 308 Rialto bldg., Chicago.

CORN CRIB VENTILATORS, adjustable, fit any crib, reduce liability of deterioration to a minimum, the invention of N. S. Beale, Tama, Iowa. Write for particulars.

"HOW TO SPECULATE" (copyright applied for 1901). Full instructions mailed to any address on receipt of \$2. We will refund price of booklet on "How to Speculate" to any one who will show us where our system will not win from \$1,500 to \$1,800 per year. E. F. Cazalet, Vinton, Ia. Ref. Farmers' National Bank of Vinton.

MILLS FOR SALE.

OKLAHOMA 150-barrel flour mill and three elevators, all nearly new, on Rock Island Railroad in center of wheat belt. The best of locations. Will sell at a bargain if sold by March 1. Address A. E. Stephenson, Enid, Okla.

M. G. RANKIN C. B. PIERCE
M. G. RANKIN & CO.
Grain and Feeding Stuffs, Jersey
Malt Sprouts, Oil Meal, Bran,
Midds, Mixed Feed.
Correspondence Solicited
62 Mitchell Bldg. 420 Guaranty Bldg.
MILWAUKEE, WIS. MINNEAPOLIS, MINN.

THE ALBERT DICKINSON CO.
DEALERS IN
**GRASS SEEDS, CLOVERS, BUCKWHEAT,
BEANS, PEAS, BIRD SEED, POP CORN,
GRAIN BAGS, ETC.**
OFFICES, WEST TAYLOR ST., AND THE RIVER, CHICAGO.

FREE to SUBSCRIBERS

If any subscriber to the Grain Dealers Journal desires a copy of the **GRAIN DEALERS AND SHIPPERS GAZETTEER** for 1899-1900, they can obtain one by sending 25 cents in stamps to prepay express charges. This book is said to contain the Freight Agents Official Lists of Grain Dealers and Millers on over 100 lines of Railroad. The names are arranged by railroads. The book contains over 200 pages and is well bound in cloth with flexible cover.

Address, **GRAIN DEALERS JOURNAL**, 10 Pacific Ave., Chicago, Ill.

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

190

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator Post Office.....

..... bus. State.....



Elevators on B., C. R. & N. Ry.

H. C. Kruse.
B. J. Dunn.

Kruse & Dunn,
—DEALERS IN—
GRAIN & SEEDS.

Armstrong, Ia., Feb. 14, 1902

Younglove & Boggess Co.
Mason City Ia
Gentlemen

Yours of the 11th
is Recd. In Reply will say
that did expect to build
one elevator but after look
the location over. We decided
not to build at that point.
However if we do build any
elevators this season. We will
give your people the first
chance. Will say that the
elevator you built for us at
Walters mine is all right in
every respect and we are
well pleased with the work
you did for us. and feel
perfectly satisfied that we
got full value Recd.

Yours truly Kruse & Dunn

Younglove & Boggess Co.,
Mason City.

ARMSTRONG, Iowa, February 15, 1902.

GENTS:—Yours of the 14th is received and noted. In reply we will say that we have no objections to you using the letter we wrote you. We meant every word of it, and will say again, we are satisfied with the work you done for us, and the fair dealing you showed us. Should you wish to refer to us at any time, you are perfectly welcome to do so.

Yours very respectfully,

KRUSE & DUNN.

If volume of business is good advertising, we are well recommended, as we have contracted and are finishing seventy-six elevators in the past season. We have more business than any other firm of country elevator builders, we handle the elevators promptly and save the owners some cost on the work. We please our patrons, as the above unsolicited testimonial will show. Write us for plans and estimates from all points.

Yours for business,

YOUNGLOVE & BOGGESS CO.,
Mason City, Iowa.



CARTON

Stitched Canvas

Conveyor Belting

Is stronger and better than leather
or rubber and it costs less.

LISTEN TO THIS:

THE CHURCHILL-WHITE GRAIN COMPANY.

SUITE 715 BOARD OF TRADE.

CHICAGO, Dec. 30th, 1901.

THE CARTON BELTING CO.,
Boston, Mass.

Gentlemen:

During the past two years we have erected a line of country grain elevators (twenty in number), therefore we have been interested in obtaining the best, serviceable and cheapest material for elevator construction. About eighteen months ago we became interested in the Carton belt for use in our elevators, and to make a practical test we equipped at the same time two of our elevators, one with Carton and the other with a standard brand of rubber belting. We found the Carton to be the best in every particular; especially have we found it so in the handling of ear corn, as the ears sometimes become wedged in the elevator legs, thus giving the belt extra hard service.

As you know last April the large Transfer Elevator at South Bend, Ind., was destroyed by fire and in the rebuilding we used nothing but Carton belting, and our past experience with it assures us that it will be successful in the new elevator.

We shall always be glad to recommend your belt to parties interested.

Very truly,

THE CHURCHILL WHITE GRAIN CO.

Dictated by G. A. W.

WRITE FOR CATALOG.

THE CARTON BELTING CO.,

ALLSTON DISTRICT.

BOSTON, MASS.

LUMBER

We sell to everyone at the same price, strictly wholesale rates. We will sell to anyone.

JOHN SPRY LUMBER CO.,

ASHLAND AVE. AND 22ND ST., CHICAGO, ILL.

NEW CONCERN - - OLD FACES.

The Midland Machinery Co., 248 Fourth Ave., South Minneapolis, Minn., wishes to announce to the grain trade that it is a new firm which has just launched in the grain elevator supply business. It is composed of men who have long been identified with the handling of machinery for the complete equipment of grain elevators and flour mills. It is in a position to fill your orders promptly, and wishes to merit a share of your patronage. WRITE TODAY.

If You Want to Reach

The Grain Dealers of the Country
Advertise in the Grain Dealers Journal.

BETTER PRICES FOR YOUR GRAIN

can readily be obtained if you will purify it before shipment. Impurities, such as smut, must and mold odors can be entirely removed, and unnatural stains from water or other causes can be removed by our patent process of purifying and the grain made sweet and bright.

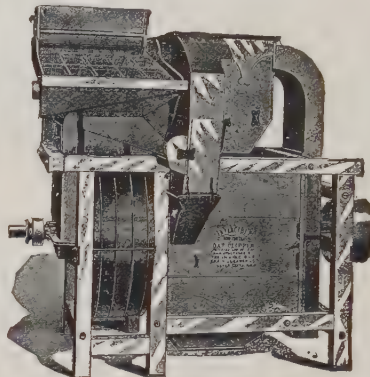
A purifier can increase your profits enough to pay for itself in a short time.
Write for particulars to

The American Grain Purifier Constructing Co.

DAVENPORT, IOWA, or KENTLAND, IND.

INVINCIBLE OAT CLIPPERS

clip rapidly, perfectly and without waste, regardless of the weather. Great capacity, perfection of work, economy of operation, simplicity and durability are points in their favor. : : : : : : : : :



Our machines are compactly built, run smoothly and do not hull the oats

We manufacture corn and cob separators and cleaners, receiving separators, scourers and cleaners, needle screen gravity separators and spiral belt separators. Send for catalog.

Invincible Grain Cleaner Company

Invincible Works,

SILVER CREEK, - - - N. Y.

Represented by

W. J. Scott, Wyoming Hotel, Chicago, Ill.

Edw. A. Ordway, 512 Exchange Bldg., Kansas

City, Mo.

Chas. H. Scott, Nicollet Hotel, Minneapolis,

Minn.

J. N. Bacon, Balchorne Block, Indianapolis, Ind.

WHAT IS THE PRICE?

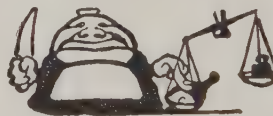


Is the first question a man generally asks when it comes to buying grain-cleaning machinery.

He asks this because he intends the price to be an index by which he will make his selection.

If there were no difference in the results to be obtained, or in the quality of construction of grain-cleaning machinery, as there is no difference between one pound of granulated sugar and another, a purchaser would properly be governed by the price.

But there is a difference.



The inexperienced housewife asks the butcher, "How much a pound is your beef?" as though there were no difference between shank and tenderloin.

There is just as much difference between separators, for instance, as there is between shank and tenderloin.

No man can be blamed for wanting to get the most for his money.

This is a free country and a man can buy wherever he can find a seller.

Hence, you are thrown back on the resources of your own knowledge.

You know that the selections of goods in whose making quality, skill and business conscience enter, based on mere price, are delusive.



Some grain-cleaning machinery would be expensive if placed in your mill free of charge; it is not designed to give that efficiency which your work demands.

The
HUNTLEY MFG. CO.,

MONITOR WORKS.

Silver Creek,

New York.

GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,
CHICAGO, ILL.

CHARLES S. CLARK,

Editor and Manager.

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Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

CHICAGO, ILL., FEBRUARY 25, 1902.

Keep a sharp lookout for weevil, or they will watch for your grain and get it.

What has become of Russia's famine which was so much talked about last August?

A careful record of car seals and well-guarded yards would help to reduce grain shortages.

It has been pretty cold in Nebraska, but not too cold for worms to work in the wheat.

What constitutes a fair margin of profit? Does it change with the quantity of grain handled?

Can you devise a practical plan to utilize the heat of gasoline engine cylinders, which is now lost?

What city do you favor for the sixth annual meeting of the Grain Dealers National Association?

The annual meeting of the Kansas Grain Dealers Association has been postponed to March 25th and 26th.

Broom corn speculators are getting prices up so high as to insure an unusually large acreage for 1902.

Make use of our "Asked and Answered" column, whenever you want grain trade information you do not find in the Journal.

The receiver who tries to justify the handling of the shipments of a farmers disturbing association, finds that he has set a difficult task for himself when confronted by the regular dealers, who have to compete with the co-operative scheme. Then, later, when his persistence in helping the farmers is rewarded by heavy

drafts against empty cars his grief knows no bounds.

The dealer who lets the water remain in the water jacket of his gasoline engine over night generally blames the engine for the freeze.

Have you an explanation of or remedy for that gas engine trouble? If so, send it in. Give your brother dealers the benefit of your experience.

Shippers whose elevators are not equipped with hopper scales and tested several times a year are not in a position to make positive claims of shortages.

Receivers who do not correct their lists frequently pay a big price for their neglect. The list which is perfect today has many dead firms on it before it is a month old.

Verbal contracts for the future delivery of grain are void in Iowa, hence it behooves every regular dealer of that state, as well as elsewhere, to insist upon written contracts.

Northwestern millers are becoming somewhat excited because the tariff on Manitoba wheat has not been withdrawn, since they have expressed a desire to grind Canadian wheat for export.

The winter-wheat fields have been so well covered with snow during the present month that the crop killers have taken a vacation. However, they may be expected to return soon and to work overtime.

So many bills providing for amendments to the Interstate Commerce law have been introduced into Congress at this session that none stand much show of being passed. The variety of opinions is too great to expect action.

So many bucket shops have thrived in Milwaukee during recent months, that the Chamber of Commerce has finally decided to join in the campaign against them. If the good work against the betting shops continues they will have to locate at the North Pole or some other out of the way place.

The time for government crop reports is again near at hand. For a few months they will be given out to help the bears. There is some talk of improving the reports, but nothing definite has yet been planned. Surely, any improvement will be more than welcome to the members of the grain trade.

The lower branch of Congress has seen fit to repeal all war taxes, and with them, the tax on bucket shops, which members of the grain trade are so anxious to have increased, rather than repealed. Several grain trade organizations of the country are working earnestly to have that part of the war tax law providing for the taxation of bucket-shop transactions retained. The country has never been cursed with a greater evil

than the bucket shop, and in this curse the grain trade shares inordinately. Every grain dealer should be interested in the question sufficiently, at least, to write and wire his senator and congressman to prevent the repeal of the tax upon the bucket shop.

The rapid increase in fire insurance rates by the stock companies is resulting in the organization of mutual companies in many new lines. Either the flour mill mutuals must extend their business to elevators operated by grain dealers, or else the grain dealers will be compelled to organize a mutual of their own.

It is to be regretted that so able a magazine as the Review of Reviews should lend its columns to the dissemination of so much misrepresentation and misinformation as a contributor to its February number has been permitted to present. With a few facts for a foundation, the contributor has evolved a real sensation about Kansas dealers.

Some of the daily papers seem disposed to think that the Industrial Commission and its work is already consigned to oblivion. It is to be hoped that Commission's recommendations in regard to a national grain inspection department have already started on the road to oblivion. The grain trade has enough troubles without any interference from the politicians.

A Minnesota shipper, who used his wagon scale for weighing grain into cars, suffered so many shortages in his shipments, that he kicked frequently and vigorously, with the result that an expert was finally sent to examine his scale. Sad to relate, he had been paying each farmer who drove over the scale, for considerable more grain than he had delivered. All scales used in weighing grain should be tested at frequent intervals.

The stock fire insurance companies have again advanced their rates, which makes the operation of a wood elevator less profitable than ever before. If stock companies continue in their rate raising, they will force all operators of wooden elevators out of business in very short orders, and, it may be, that more carelessness on the part of operators may result in the insurance companies being larger buyers of elevator property.

The Chief Grain Inspectors Association has held a very successful meeting in Philadelphia and recommended the adoption of uniform rules, governing contract grades. This action of the inspectors merits the approval and support of the trade. It will surely simplify and facilitate the grain business, as well as put a stop to the office-seeking agitation instituted by the Industrial Commission, in the hope of providing more troughs for the hungry horde. The trade has enough trouble with political inspections

at present. The sooner the inspection of grain in central markets is performed by the exchanges of the respective markets, the sooner will the value of the service improve.

The Supreme Court of North Dakota has placed several very substantial supports under arbitration, which will serve to give more encouragement to the association seeking to secure the settlement of trade differences by this method. The court which is quoted in "Suits and Decisions," this number, says, "the submission of controversies to arbitration for decision are favored as a speedy and inexpensive mode of adjusting differences."

A milling paper prates much regarding the "Illegitimate Mixing of Wheat," yet gives no diagram of the division between "Legitimate" and "Illegitimate." How is the miller to know when he is over the line. The grain dealer can do anything he wants with his own wheat, and it will always be legitimate. Bleaching, clipping, scouring and blowing improve the grain so much that the miller is willing to pay a premium for it, hence the dealer has a most excellent reason for continuing his practice.

The lumbermen of the Northwest are protesting against the line grain houses' putting in lumber, not because, as they put it, the elevator man has not a right to sell lumber; but, when he comes in competition with a regular lumber-selling firm, he should maintain a price which will insure a profitable business, otherwise he will drive out the regular lumber dealer. In most cases, the elevator man does not go into the lumber business for the fun of it. He is after profits, just the same as any other lumber dealer.

Shippers are beginning to protest against the large cars which rail carriers are seeking to force upon them. Many of the cars are so large as to swamp the interior grain dealers of the Eastern and New England states. The small dealers find it necessary to buy in such large quantities as to tie up their capital and their storage facilities to the detriment of their business. Small buyers are refusing to accept their car loads at any price while others show a willingness to take the large carload at a discount of one-fourth to one-half cent per bushel.

The Western Elevating Association of Buffalo, which profits immensely by all lake and rail grain passing thru that port, is said to be greatly distressed by the prospect of light receipts during the spring months. So much grain has gone Southwest or been consumed at home this season that the pool may not be able to pay over 50 per cent, while the lake carriers and the canal boatmen, who perform a much greater service in transporting grain from the interior to the seaboard never receive more than a fair return on the capital invested.

The shipper who wants his shipments handled to advantage should give the receiver prompt and full advices regarding the shipment. Most shippers would feel that they were extremely derelict did they neglect to send full advices, but a few are disposed to look upon the receiver as a man of all wisdom, one who can determine the kind, quality and quantity of each car consigned to him as well as the name and address of the shipper upon seeing a sample of the grain. Don't keep the receiver guessing. Keep him informed that he may serve you to better advantage.

LETTERS FROM THE TRADE

EXPERIENCE WITH BALTIMORE WEIGHTS.

Grain Dealers Journal: Apropos Mr. Wise's letter in The Journal of Jan. 25, in regard to the Baltimore markets, we would say our experience was such that for the past year we have refused to bill anything to Baltimore under any conditions whatsoever.—A. E. Lawrence & Co., Decatur, Mich.

GOOD WEIGHTS AT CLEVELAND.

Grain Dealers Journal: I have been interested in the question: Who gets what the grain dealers are short? The Toledo weights as given in The Journal are about my experience with Toledo some years ago. Chicago is a little better.

I have been doing some business with Cleveland with good results. My shipping weights and the terminal elevator weights were: Car No. 22,518, 704:00, 703:42; No. 8,610, 1,150, 1,149:12; No. 5,967, 1,250, 1,249:12; No. 16,028, 1,300, 1,301:18; No. 45,420, 1,035:40, 1,035:10; No. 71,291, 1,020:00, 1,019:36; No. 4,516, 1,050, 1,050:30; No. 223, 1,050:00, 1,049:26; No. 11,656, 1,250:00, 1,251:16; No. 3,261, 1,250:00, 1,252:16.

When I load for Cleveland I know what I am doing. This should be the case with all markets. Why is it not?—J. C. McCord, Bloomington, Ill.

MAKE CONTRACTS SUBJECT TO ASSOCIATION RULES.

Grain Dealers Journal: We are convinced that it would be a good thing for the entire grain trade if more trade differences were settled through the Grain Dealers National Association. Its trade rules, adopted at Des Moines, should assist in arriving at a fair settlement of many differences which arise between buyers and sellers continually. I was under the impression that this was the purpose when the trade rules were adopted at Des Moines. Surely, the use of these rules and the Arbitration Committee would widen the scope of its actual work.

My own experience convinces me that a falling market has a very distressing effect on many buyers of the Southeast. Occasionally I find a buyer who seems to have the very objectionable habit of rejecting grain they do not consider up to requirements. If the market goes up, their requirements are easily met, but if it goes down, I find it absolutely impossible to meet their ideas with any grain grown in this country. If the rules adopted by the National Association were given wider publicity, it would then be possible for us to insert in all contracts for the shipment of grain a clause to the effect that

THIS CONTRACT IS SUBJECT TO THE RULES AND REGULATIONS OF THE GRAIN DEALERS NATIONAL ASSOCIATION.

Mississippi and Alabama buyers have recently caught me napping along this line, and, no doubt, other shippers have suffered in the same way. I would be pleased to know the views of others on this point.—G. A. W.

WEIGHMEN AND RECEIVERS EVADE RESPONSIBILITY.

Grain Dealers Journal: We sold to a Toledo firm two cars of corn and one car of wheat in December, 1901. The

price of corn went down several cents until we shipped the corn. We were short 48 bushels and 12 pounds on one and 4:46 on the other car. The price of wheat went up and the car overran 20 pounds.

We asked the commission man to make the shortage good and he told us to see the inspector. We hand him weight certificate and he will tell us to see the commission man. The commission man tells us to see the elevator people and that he has nothing to do with the weights at Toledo elevators.

The commission merchant tells us we cannot weigh correctly on wagon scales. If a wagon scale cannot weigh correctly, we would like to know how a track scale can weigh correctly. Our shipments were weighed on both wagon and track scales.—Snyder Bros., Holgate, O.

LIVE AND LET LIVE.

Grain Dealers Journal: Running the mind's eye down thru the long line of commercial enterprises in the land we find hardly any that calls for more improvement in its methods than the buying grain at country elevators.

Grain is a staple and should be considered as much so as sugar or any other article of commerce, and its value should be uniform over all the country, the rates of freight to influence the change of value at different points. The rate of freight being the same the price of grain should be uniform at all stations. The buyers throughout the land do themselves great injustice in giving way to the bitter rivalry that so often exists, causing them to turn their backs on reason and fact and to trust to luck. Hoping for that uncertain quantity, an advance in the market, they are influenced to pay more than they can expect to receive. Grain buyers are, as a rule, quite intelligent, level-headed men in everything but making prices.

Uniform prices should prevail wherever the rates of freight will permit. Instead of dealers striving to handle every bushel of grain in their locality let them take what gravitates to each station, being content with a fair proportion at a reasonable profit rather than the lion's share at a probable loss. No other class of business men manage their interests as do the country grain buyers. In the fierce struggle to secure the grain the prices are advanced so high and the margin of profit is reduced so low that the grain business has not proved to be as profitable as it should.

Let dealers cease to fight for the grain. Allow neighbors to have that which is tributary to their stations. Be content to handle a fair proportion at a profit. Live at peace with competitors. Remember, that if he is not allowed to prosper he will probably endeavor to see that others do not. Let "Live and let live" be the motto, and the country grain business can be lifted off its present demoralized state and elevated to where it will be both pleasant and profitable. But so long as this frantic rivalry exists and unreasonable prices are paid, the business must necessarily be unsatisfactory. In parts of the country where this state of affairs does not exist, elevator property is not for sale except at large premium over actual cost.

Let us cease to act like children and learn to be wise. "When I was a child I thought as a child, I spoke as a child, I understood as a child, but when I became a man I put away childish things."—Observer.

MUST PAY FREIGHT ON TRACK SCALE WEIGHTS.

Grain Dealers Journal: I have run up against a railroad rule to-day which serves to give additional evidence of their determination to ignore the rights of the grain shipper, and arbitrarily to insist on handling business in their own way, regardless of results. It may be that all of the trunk lines have adopted this rule, but I am sure that the Ft. Wayne, B. & O. and the P. & L. E. have taken such action. The rule, which seems so unfair to me, is explained by the following:

Pennsylvania Company,
Penn Freight Station.

Taking effect Monday, December 2, 1901, the following will govern, relative to question of outrun weights on hay, etc.:

On shipments of straw, hay and feed, all roads will settle with consignees on railroad scale weights.

On grain when handled through elevators, and elevator's certificate of weight is produced, settlement will be made on ele-

does not seem to have much effect upon a railroad official.

It would seem that it were the duty of carriers to furnish weighing facilities, or accept the statements of shippers. If the carriers desire to arrive at the correct weight of grain in passing thru this city, it would seem to be to their own interests, as well as to the interests of western shippers to erect a modern, up-to-date transfer elevator, which should be able to handle all grain shipments without delay, and without leaving any room for dispute as to the exact weight of each car's contents. The carriers have provided transfer elevators at Chicago for this purpose. If western shippers are pleased with the prospect of being forced to settle for freight on the basis of track-scale weights, they should write to the traffic officials of the different lines centering here, and thank them for their unusual thoughtfulness in insisting upon shippers' freight be-

Will some reader please tell me why these cars going to Toledo all leaked (?) while the ones going south and east did not? The lightest shortage I had on any one car of this corn in Toledo was 7 bushels and the heaviest one east was but 3 bushels. I did not pick my returns from my book, but took them as the shipments went out.

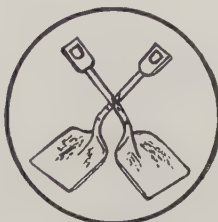
A few years ago I spent an entire day in Toledo watching them unload and inspect grain, and I am sure a part of this shortage may be accounted for by not sweeping the cars clean. This winter I shipped two cars there again; one car was short 11 bushels and the other one 22 bushels. The next two cars went to Detroit, and one fell short less than a bushel while the other one actually overran two bushels, the four cars having been weighed over the same scales here.

If some one will tell me how to help matters at my end of the line more than

JOHN HUMPHREY,

Grain Dealer,
HEADQUARTERS,

Friend, - - - Nebraska.



MY ELEVATOR

WILL MAKE BIDS
ON CAR LOTS

AT POINTS ON B. & M.,
K. C. & O., and C. & N. W.

Friend, Neb., 190

A Scooper's Letterhead.

vator's weights. Where grain does not pass through elevators, railroad scale weight will govern.

This agreement is made with the understanding that any overcharge that may exist, shall be adjusted by claim, such claims to be supported by original invoice, or, if same is not obtainable, by affidavit of party who weighed at destination, the cost of such affidavit to be borne by claimants, on basis that railroad scale weights are correct, until the contrary is proven.

Will you please notify all receivers of hay and grain this matter will be fully understood? Yours truly,

J. J. KOCH,
Division Freight Agent.

One might as well undertake to weigh feathers on a track scale as to weigh grain. It is not possible that a track scale will ever give the correct weight. When the weight shown by the track scale is under the railroad company is not very likely to hear about it, and the shipper may be something ahead, unless the buyer attempts to settle on the basis of very unreliable track scale weights, in which case there would be a fight.

The scale weighman will, of course, depend upon the capacity of the car marked on box, and the marked weight of car, to guide him in arriving at the weight of the car's contents. He may be able to make a fair guess, but when the wind is blowing, or the car is wet from recent rains, or heavy with sleet, snow or ice, his guess may not be very near the correct amount. If I mistake not, the railroad company will have claims for more than half the settlements based on track-scale weights. They will find it necessary to double their force in the claim department, or else hold back claims two or three years longer than is done at present. Of course, such delay would not cause the carrier any great grief. Western shippers might become quite wrathful over the matter, but wrath

ing computed on the basis of out-of-date weighing facilities.—A. T. R., Pittsburg, Pa.

SHORTAGES SHOULD NOT HAPPEN SYSTEMATICALLY.

Grain Dealers Journal: Since the ball has started to roll, I have been watching with interest the letters written on terminal weights at the different markets, especially in Toledo. After reading Messrs. Lee's and Hardman's letters I found the following to be facts, and was somewhat surprised: I was aware of my shortages being heavy in Toledo, however. Dec. 1, 1900, Toledo appeared to offer me the best price on my shipments, so I started ten cars corn for Toledo.

We loaded into the ten cars 8,635 bushels of corn. Returns on them show they weighed out but 8,549 bushels, a total shortage of 86 bushels, or an average of 8 bushels and 35 pounds per car. The next 10 cars were shipped as follows: 2 to Cincinnati, 2 to Pittsburg, 2 to interior points, 4 to Baltimore. I loaded into these 10 cars 9,032 bushels. Returns show the output to be 9,018 bushels, a total shortage of 18 bushels, or an average of 1 bushel and 42 pounds to the car.

These cars were weighed over a Howe Hopper Scale, weighing 100 bushels to the draft, and were weighed by a sworn weighmaster, who did not have a cent invested in the business. The cars were most, if not all, inspected by the writer before and after loading. The scales bore the seal of an expert scale man under date of Nov. 20, 1900, whom I had at the elevator at that time repairing a pair of wagon scales, and were tested with a ton of U. S. standard test weights. The scales were tested after that time with my wagon scales every thirty days.

I have, I will thank him for it. I have my man who does the weighing under oath as to his weighing. I frequently test my scales with a ton of standard test weights. It will pay every dealer to own a ton of these test weights and "Know for thyself that thy scales are correct." They cost quite a bit; but when he comes to die, he will know that he has been giving unto "Caesar that which is due him," and has been accusing no man falsely.

Cars will leak. Mistakes will happen; but not always and not systematically.—Yours for the good of the cause, Charles T. Pierce, Defiance, O.

PROUD OF THE SCOOP.

Grain Dealers Journal: An emblem or trade-mark of some kind on one's letterhead is generally considered a good thing. It advertises the writer and his business. But recently I was shown a letterhead which probably had an effect opposite to that intended. It is that of a scoop-shovel shipper at Friend, Neb., and is reproduced herewith.

Any grain commission merchant receiving a letter on this stationery must feel like the sick man whose physician wrote a prescription on notepaper ornamented with a skull and cross-bones. He sees his finish; and the grain receiver sees overdrafts and uncollectable claims.

If John thought to ingratiate himself with business men by proclaiming himself a knight of the scoop, he was sadly mistaken.—Nebraska.

Two hundred bucket-shops and get-rich-quick concerns at New York City are being brot to book by the Consolidated Exchange and the police department. Hurrah!

Meeting of Chief Inspectors.

The first called meeting of the Chief Grain Inspectors National Association has gone into trade history as a splendid success. Sixteen delegates attended the three days in Philadelphia. The following were present: J. D. Shanahan, Buffalo; G. H. K. White, New York; Charles McDonald, Jr., Baltimore; Homer Chisman, Cincinnati; John Heiner, Indianapolis; William Smillie, Chicago; W. H. Goodding, St. Louis; F. H. Tedford, Kansas City, Mo.; B. J. Northrup, Kansas City, Kansas; L. D. Marshall, St. Paul; F. M. Eva, Duluth; J. N. Barncard, Minneapolis; E. H. Culver, Toledo; George H. Walcott, Boston; M. P. Hutchins, Detroit, and John O. Foering, Philadelphia.

tion were briefly outlined in a speech delivered by President John O. Foering, who said: "It is more than a pleasure to be able to make the statement that in the entire history of the grain trade no movement of greater importance to the grower of and the trader in cereals has been presented and received such spontaneous support in all channels as this newly-created association. Its purpose is for the promotion of uniformity in the grading of contract grade of grain in this country. I hope to see the day when the several bodies controlling the Inspection Bureau in this country shall have so modified their grain rules as to make them identical with one another. Also that the grading of the contract grade of grain shall be so just and uniform that the buyer, whether he be a consumer at home or

party. On the last day President Foering entertained the guests at luncheon.

The following standing committees were appointed to decide upon standard grades of grain, samples of which will be sent to each market: Red winter wheat, Charles McDonald, Jr., E. H. Culver and W. H. Goodding; Hard winter wheat, B. J. Northrup, J. D. Shanahan and F. H. Tedford; Spring wheat, George H. K. White, William Smillie and J. M. Eva; Oats, Homer Chisman, G. H. Walcott and John Heiner; Rye, M. P. Hutchins, Charles McDonald, Jr., and J. N. Barncard.

Messrs. Shanahan and Northrup urged upon the other inspectors the necessity of agreeing, if possible, upon a uniform standard. If they did not do so, they said, it was very likely that the government



Chief Grain Inspectors at Philadelphia, Feb. 13-15.

Geo. H. Walcott, Boston.	J. N. Barncard, Minneapolis.	W. H. Goodding, St. Louis.	J. D. Shanahan, Buffalo.	E. H. Culver, Toledo.	B. J. Northrup, Kansas City.
Wm. Smillie, Chicago.	Chas. McDonald, Jr., Baltimore.	Jr. M. P. Hutchins, Detroit.	John Heiner, Indianapolis.	G. H. K. White, New York.	Homer Chisman, Cincinnati.
	F. M. Eva, Duluth.		John O. Foering, Philadelphia.	L. D. Marshall, St. Paul.	
			F. H. Tedford, Kansas City, Mo.		

Fotograf by Hoffman, Phila.

The business sessions were held in the Bourse, Feb. 13, 14 and 15, with President John O. Foering in the chair.

When the delegates had presented themselves a visit was made to the Commercial Exchange, where a formal welcome was extended the visitors by the members of that body. An address of welcome was made by Charles Dunwoody, president of the Commercial Exchange, which was responded to by John O. Foering, president of the Grain Inspectors Association. James B. Canby, chairman of the Grain Committee, also made an address.

Following this was served a luncheon, after which the delegates held a business session in the assembly room of the Bourse and discussed the question of uniformity in the grading of grains.

The aims and purposes of the organiza-

an importer in a foreign land, will be willing to accept the American certificate of inspection for its full face value."

The principal business transacted was the drafting of a constitution, one of the provisions of which is that unless the grades fixed by the Chief Inspectors Association shall be accepted unanimously by the bodies which the inspectors represent, they shall have no force.

An amendment was made to the constitution providing that retiring chief grain inspectors shall be eligible to office in the association. This was done to permit of the election of John O. Foering, who will sever his connection with the Philadelphia Exchange on March 1.

The Commercial Exchange tendered the visitors an informal dinner at Hotel Walton and later gave them a theater

would take up the question of national inspection of grain, which had already been recommended by the Industrial Commission.

The visitors were taken to the Baldwin Locomotive Works, Cramps' shipyard, the United States Mint and Port Richmond, where the grain elevators were inspected.

It was decided to hold the next meeting at the same time and place as the annual meeting of the Grain Dealers National Association.

An interesting feature of the meeting was an exhibition of samples of all grades of grain used in the central markets.

"The inspectors entered into their work with a hearty spirit and accomplished with unanimity all they met for."

SEEDS.

O. W. Leoffler, Fort Branch, Ind.: Bulk of clover seed sold from farmers' hands, and a large acreage will be sown.

Cuban imports of clover seed during the seven months ending Aug. 1, 1901, as reported by the War Department, amounted to 111,974 pounds, and the imports of flax and timothy seed combined to 607,633 pounds. Statistics for the corresponding period in 1901 are not reported.

A bill has been introduced in the New Jersey legislature by Assemblyman Chas. Wright to prevent the fraudulent mixing of field and garden seeds. The adulteration of clover with yellow trefoil is particularly aimed at. Clover seed is valuable while trefoil is wild and costs only the trouble of threshing it.

Chicago received during the week ending Feb. 22 552,035 pounds of timothy seed, 238,246 pounds of clover seed, 316,600 pounds of other grass seed and 69,575 bushels of flaxseed; compared with 539,770 pounds of timothy seed, 196,005 pounds of clover seed, 365,483 pounds of other grass seed and 71,500 bushels of flaxseed during the corresponding week in 1901.

Chicago shipped during the week ending Feb. 22 257,517 pounds of timothy seed, 164,725 pounds of clover seed, 181,110 pounds of other grass seed and 7,035 bushels of flaxseed; compared with 880,004 pounds of timothy seed, 392,460 pounds of clover seed, 233,572 pounds of other grass seed and 12,713 bushels of flaxseed during the corresponding week in 1901.

Rates on seed have been reduced by the Canadian Northern Railway. Shipments of wheat, oats, barley, flax seed and grass seeds will be accepted at one-half tariff rate, minimum charge for any single shipment, 35 cents. Shippers furnish certificates stating that shipments are to be used for seeding. This reduction will not apply on shipments billed to Winnipeg, St. Boniface, Port Arthur, West Fort William or Fort William, or when destined to points on other companies' lines.

Clover-seed receipts at Toledo for the week ending Feb. 22 were 1,150 bags and the shipments 5,054 bags, compared with 984 bags received and 3,800 bags shipped during the corresponding week in 1901. For the season prior to Feb. 22 the receipts have been 103,200 bags and shipments 74,700 bags, compared with receipts of 59,000 bags and shipments of 75,500 bags during the corresponding period in 1901 and 118,600 bags received and 116,900 bags shipped during the corresponding period in 1900.

The Illinois State Board of Agriculture, in its latest report, says: The smallest hay seed crop ever reported in Illinois was produced in 1901, the yield of timothy seed being but 67,784 bushels. In the northern division of the state 31,335 bushels were produced, in the central division 15,642 bushels and in southern Illinois 20,802 bushels. While the deficiency in the clover-seed crop is not quite so great as that of timothy, it is nevertheless the smallest ever produced in the state, but 46,560 bushels being reported. Of the 48,635 bushels of Hungarian and millet seed produced in Illinois in 1901 over three-fourths, or 39,642 bushels, were produced in the northern division of the state.

Death of James H. Dole.

James H. Dole of the firm of J. H. Dole & Co., one of Chicago's old and most honored citizens, died at his home after an illness of two weeks. From the time he came to Chicago, fifty-five years

swept away by the memorable Chicago fire. But with his characteristic energy, even before the safe in his old office, Metropolitan block, could be opened, he rented a part of a desk at 49 S. Canal St. at a rental of \$75 per month, bought a trunk for a safe (at that time it was



James H. Dole, deceased.

ago, he was unceasingly active in business matters, and in a number of public and private enterprises that have been founded to the benefit and welfare of the city.

Mr. Dole was born in Oakland County, Michigan, July 6, 1824. He came to Chicago in 1847. His first business connection was with the old Galena railroad, now the Galena Division of the C. & N. W. R. R. He was the first man who went with the first train, with the first crew on the first railroad that ever left Chicago.

After a term of service as freight agent of that railroad he established himself in the grain commission business in 1852, which continued uninterrupted, breasting all panics and other disasters of trade without a dollar of loss to any person connected with him.

He was one of the charter members of the Board of Trade, his membership costing him but \$5. In talking of the early times he has often said that he remembered distinctly when crackers and cheese were offered as an inducement for people to come to the Board of Trade. In those days a large portion of grain was hauled to the city in bags. The commission charge for selling at that time was two cents per bushel. In dealing in futures the charge was one-half cent per bushel for buying and one-half cent per bushel for selling. With his brother, Charles S. Dole, and George Armour, they built the old Armour, Dole & Co. grain elevators on the C. B. & Q. R. R.

On the 9th of October, 1871, Mr. Dole's home and all of his fortune was

impossible to purchase a safe) the necessary books and papers, procured a board, planed it and painted "J. H. Dole & Co., Commission Merchants," and nailing it to the window of P. W. Gates' Iron Foundry, was ready for business.

He wrote letters to all of his old customers, that "altho I am homeless I am still in the commission business, and will give your consignments, if any, my best attention." The result was that in a short time he had to hire additional room in the Gates Foundry.

Mr. Dole was widely known as a great lover of art, not only in this country, but in Europe. He was a member of the Board of Trustees of the First Academy of Design, from which grew the Chicago Art Institute. He has been one of the guiding lights of that institution ever since its organization. He was a director of the Continental National bank. Mr. Dole filled every office in the Chicago Board of Trade except that of President, and while that office had been tendered him a number of times, he steadfastly refused it, saying that he could not spare the time necessary to do the office justice.

Mr. Dole left a widow and five children, Mrs. Henry W. Leman, George S. Dole, Miss Mary L. Dole, Charles E. Dole and Mrs. Horace E. Hurlbut. The funeral took place Feb. 18, 1902, the honorary pall bearers being representatives of the banking interests of Chicago, the elevator interests, art interests and his other intimate associates. The business will be carried on as it has been in the past under the firm name of J. H. Dole & Co.

ASKED AND ANSWERED

RECORDING BEAMS—WHERE BOT?

Grain Dealers Journal: Can some reader of the Journal give us information in regard to the type-registering scale beams? Where can they be bot, and are they reliable?—M. Truby & Son, Joliet, Ill.

WANTS ADDRESS OF MAKERS OF DRAIN TILE.

Grain Dealers Journal: Can some reader of the Grain Dealers Journal give me the address of any drain tile manufacturers? There is quite a demand for tiling in this section of the country, and if we could be placed in correspondence with one or more of the factories, we might make arrangements to supply the trade.—D. P. Moore, Wyatt, Ind.

EXPORTS OF OATS.

Grain Dealers Journal: In reply to the question of Hanna & Leonard, Galveston, Tex., in the last issue of the Journal, we would say the Treasury Department reports the exports during the last half of 1901 as 7,512,590 bushels, compared with 18,800,384 bushels during the last half of the year before. The January exports were only 307,781 bushels, compared with 2,125,695 bushels in January, 1901.—S. & Co.

IS RODDING CRIBBED ELEVATORS PRACTICABLE?

Grain Dealers Journal: Is it safe to rod a large grain elevator? Will the settling of the building break the rods? My elevator, which is 60x120 ft., cribbed, is bulging at the sides. In order to insert the rods I would have to empty most of the bins and I fear that the uneven settling of the elevator after the bins are refilled may break the rods or spring the studding so much as to permit grain to run from one bin to those on either side of it. I hope to hear from elevator men of experience.—J. T. M.

CAN RAILROAD TAKE SWITCH FROM ELEVATOR?

Grain Dealers Journal: Will some reader of the Journal please state whether a railroad company can take away a switch from an elevator, as one company is reported to have done, in the Journal, page 114?

Is it not true that if you build on your own property the railroad must give you a switch? Is it not an outrage to ask us to build on railroad ground and only lease for 30 days?—S. W. Smelcer, Flora, Ind.

CHANGE IN CONFIRMATION DOES NOT CANCEL SALE.

Grain Dealers Journal: I notice on page 110 the query: "Was a contract made?" I look at this matter from an entirely disinterested standpoint, both as buyers and shippers, and I would say that undoubtedly there was a contract made, and that Mr. Jones was legally and morally bound to fulfil his contract.

Simply because Hanley & Co. made the confirmation read "10 days' shipment," did not cancel the sale, and it would not have cost Mr. Jones to exceed 50 cents to have found out whether or not they would extend the 10 days to November shipment, and it would have taken him only a few minutes to have

gotten the information on which he claims the sale was cancelled.

In this day and age of the world, the mails are too slow, and a dealer should not hesitate to use the wire where there is any question. The writer has sold over a million bushels of grain for southern and eastern shipment during the last two years, and has never had a controversy of this kind. I think, by all means Mr. Jones should be liable for forfeiture of contract.—Yours truly, M. W. Lee, Minneapolis, Minn.

IS RAILROAD RESPONSIBLE TO BUYER OR SELLER?

Grain Dealers Journal: We would like to learn thru the Journal if a delayed shipment caused by railroad not routing the car to the proper destination would give a customer a right to cancel the order?

We received an order for grain with nothing said about the time of shipment. The grain was shipped 9 days after order was received, and was to go 200 miles, but the railroad took the grain 50 miles beyond destination, thru an error of its agent. The consignee was promptly advised what disposition to make of shipment. The advice was "refuse to accept the car."

The railroad then promptly returned the car to the proper place where originally billed, after a delay of ten days over the time had there been no error made by the railroad. The party the car was consigned to will accept it providing we make the reduction in price to what the market declined, which is about 7½ cents. They say we should file our claim against the railroad for whatever the loss is to us. We wish to know who is required to make this good.—Detrick Milling & Distilling Co., Tippencanoe City, O.

It is doubtful whether or not the consignee would be obliged to receive such shipment after a lapse of nineteen days from the date of the order. It is the legal supposition that a contract is to be carried out within a reasonable time, and what is a reasonable time is a question that must be decided with respect to all the material elements in each particular case. On account of the rapid fluctuations of values in the grain market, some courts might hold that even ten days was an unreasonable delay in the completion of the contract. The custom of dealers would be taken into consideration, and this question of reasonableness of time can be construed even more aptly by a dealer than by a lawyer.

The railroad company is clearly responsible for the errors of its agents, when such errors are directly attributed to carelessness or negligence, and the company is liable in damages for the difference in the market price of the grain when it arrived and the price which would have been obtained had the shipment been direct.—Mitchell D. Follansbee, 205 La Salle street, Chicago.

CONTRACT MADE WITHOUT CONFIRMATION—SHIPPER LIABLE.

Grain Dealers Journal: Referring to communication from C. E. Jones of Masonville, Ill., and copies of telegrams and letters passed between Jones and Hanley & Co. of St. Louis, regarding a sale of corn last November, we know by actual experience in court in which we were interested that the court will hold that when Jones wired Hanley & Co. an acceptance of the card bid, that the contract was closed and neither of the

parties could change it by any act of theirs without the consent of the other.

The fact that Hanley & Co.'s confirmation did not agree with the card terms did not change the contract as the confirmation was not agreed to by Jones. Hanley & Co.'s confirmation should have been in accordance with the card terms, but the fact that it was not did not void the contract and would not prevent Hanley & Co.'s right to the original contract. Jones should have shipped the corn and insisted upon his contract which he had a legal right to do and which he certainly would have done if market had been lower. The fact that he did not would make him responsible to Hanley & Co. for any loss they sustained on account of his failure to ship the corn as per contract. If Jones had shipped the corn as per contract and Hanley & Co. refused to accept it, then he could have sold it for account of Hanley & Co. and charged them with the loss if any. On the other hand Hanley & Co. had a right to buy in the corn for account of Jones on the last business day of November and charge him with the loss which we understand from the correspondence they did.

It is our opinion, and we believe the law will sustain, that Jones owes Hanley & Co. the market difference (if market was higher) between the price on Nov. 6th, which he accepted, and the market price on last day of November, when the corn should have been shipped.—Yours truly, Suffern Hunt & Co., Decatur, Ill.

WAS A CONTRACT MADE?

Grain Dealers Journal: One of the basic principles of the law of contracts, is that acceptance must be absolute and in accordance with the terms of the offer. An offer becomes a contract only upon the unqualified acceptance of it, in all its parts and in its entirety. Acceptance is signified by assent; much has been written on the explanation of the true meaning of the term, but all formulae seem to round up in the proposition that assent is the meeting of the minds of the contracting parties, a union in which all parts of the contract are clearly understood, and in which the acceptance neither falls within nor goes without the terms offered, but coincides with them at every point. The law fosters accuracy and definiteness. A proposal to accept on terms different from those proposed, amounts to a rejection of the offer, or, stated in other words, a conditional acceptance is a new proposition, which must be accepted in order to bind the parties.

On this theory of law, the question propounded by C. E. Jones may be answered.

In the telegram of November 6th, he offered five cars, three white new, fifty-six cents; five cars, three mixed new, fifty-five cents. Card terms. To this offer Hanley & Company replied, "Accept amount new corn offered at fifty-six and fifty-five cents."

It is noticeable that in this reply, for it cannot well be termed an acceptance, Jones' offer was qualified, its terms were ignored, and Hanley & Company merely made Jones a bid at terms which they themselves set out. The letter of confirmation which followed the telegram, is the strongest proof of this fact. New elements were introduced in the proposed contract which were never in contemplation of Jones. One of the most essential elements of the offer, "card

terms" was entirely overlooked, and in the letter of confirmation "ten day shipments" was specified, a condition which clearly was never in the mind of the proposer, but was introduced as a term in the contract by Hanley & Company, who also advanced other foreign terms, such as "destination weights," "bill two cars S. O. St. Louis, Missouri."

It has been determined in various adjudications of this question of acceptance, that even a slight variance from the terms of the original offer, will so invalidate the contract as to render it unenforceable by either party thereto. In the case of *Baker vs. Holt*, 56 Wisconsin, page 100. "A" in Connecticut wrote to "B" in Wisconsin, offering to sell land for a certain sum, payable at specified times—nothing being said about the place of payment or delivery of the deed. B replied by letter that he would take the land upon the terms mentioned in A's letter, adding, however, "you make out deed, leaving the name of the grantee in blank and forward same to 'X' in Wisconsin, or to your agent, if you have one there, to be delivered to him on payment," etc. Three days later B telegraphed to A, "Have written you will take land at your figures. Answer." It was held in this case that the letter of B was an acceptance upon condition that the deed be forwarded, executed in blank as to the grantee, and that payment be received in Wisconsin. And as this was considered a qualified acceptance of the offer, it did not constitute a contract, and the offer might be withdrawn. The Wisconsin courts go so far as to hold that even such a qualification as the fixing of a different place for the delivery of the deed and the payment of money, is such a change of the proposed contract as to render it of no legal effect.

See the case of *Northwestern Iron Company vs. Meade*, 21 Wis. 474. "It is an undisputed rule of law that there is no contract of sale, unless proposition to sell in all of its terms and without condition."

The court said in the case of *Kleinkens vs. Jones*, 37 U. S. Appeal 185: "Where it is apparent that one party has not consented to the several terms to which the other one has agreed, no contract is formed. If the divergence is of anything which partakes of the substance of the contract at all there is no legal agreement and the court is not at liberty to speculate upon the question, whether some stipulation which it might think of minor importance or some variation which it might think would not have influenced the parties in making the contract cannot be dispensed with and the parties held in disregard of them."

It is therefore evident that in accordance with the decisions of the courts and the rules of law on this subject of acceptance, Hanley & Company have no legal claim for the \$295, the amount due in the alleged default in the matter of the five thousand bushels of corn.—*Mitchell D. Follansbee*, 205 La Salle street, Chicago, Ill.

CORRECT PROPORTIONS OF DUST COLLECTING PIPES.

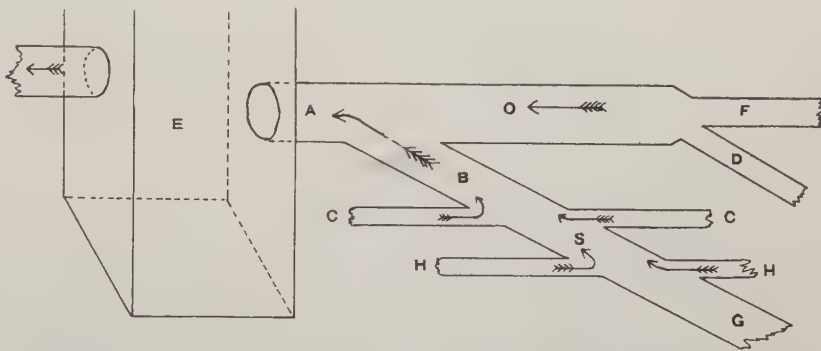
Grain Dealers Journal: We make the following suggestions in regard to the operation of the dust collecting system which chokes, as described in the Journal:

The two left hand pipes C are shown entering the main pipe at a sharp angle,

which should not be the case. An easy curve with a radius not less than three times the diameter of the branch pipe should be used. The branch pipe B is larger than necessary to handle the material for the four pipes C and H. Possibly the extension of B has to take care of some more piping, which makes it necessary to use the larger size. If the fan discharge is less in area than the inlet there will be trouble in carrying away the grain, on account of the air not finding the proper escape. The same result will be found if the discharge is choked in any way.

The speed of the fan as given is sufficient, and the usual difficulty in cases like this is in a poor design or arrangement of piping.

The following changes in the diameters



Remedy for Clogging of Dust-Collecting System.

of the piping would be advisable: Make A 18 inches; B 14 inches; C and H 6 inches; D 7 inches; O 12 inches, and S, the middle section of branch B, 11 inches.—*C. A. Booth*, of Buffalo Forge Co., Buffalo, N. Y.

CAUSES FOR CLOGGING OF DUST COLLECTING SYSTEM.

Grain Dealers Journal: With reference to the "Dust Collecting System which Clogs Up," as illustrated in the Journal of Jan. 25, page 63, I would say the cause is obvious. First: The fan is too small for the main trunk spout A, as shown in sketch herewith. The portion of main trunk marked O should be of equal area to D and F, if both are open. Second: B is too large for the combined areas of the four spouts leading into it, and the middle section, S, of the branch marked B, is entirely too large for the two spouts H and H.

The remedies I suggest would be: to use a 55-inch Buffalo Steel Plate Planing Mill Exhauster, or some other of equal merit. Run it at a speed of 1,530 revolutions per minute. Make trunk A 20 inches in diameter and O 16 inches in diameter. If D remains 7 inches, then F should be 14½ inches in diameter. The four spouts C C and H H being 6 inches in diameter, then the branch B should be 12 inches in diameter, S 8½ and the end, G, should be closed. All other openings should be open at all times, except that F and D may both be closed to form stronger suction thru branch B if needed; but this is liable to cause main trunk A to choke up if it is of sufficient length, in which case the opening of F would be sufficient to clear it out.

Spouts C and C must never be closed. H and H, or either of them, may be closed by opening the end, G, of equal area to spout or spouts closed. The system as here arranged will not clog up.

The principle is this: The main trunk,

branches and spouts must be of equal area to all branches or spouts, the contents of which must pass thru it. This is essential, as the air has power only when in motion, and this power is in proportion to the square of its velocity. Hence, if F and D were closed, part of the supply of air would be cut off from trunk A and cause a partial vacuum, and also reduce the velocity. This is true of branch B. Closing spouts C and C cuts off one-half the supply of air, consequently reducing the current speed in branch B to such an extent that the heavy particles taken up by spouts H and H would settle into the larger portion of the branch B as they would settle into the "dead air chamber," because the air current is so much reduced that it has not power to convey its load.—

Wm. W. Lockwood, M. E., Winfield, Kan.

VERBAL CONTRACTS NOT GOOD IN IOWA.

Grain Dealers Journal: A grain dealer in the state of Iowa has bought a thousand bushels of corn from a farmer, merely making a verbal contract. The market went up and the farmer refused to deliver the corn. The dealer brought suit against him in the circuit court, and the judge decided that the plaintiff must prove by the defendant that he had sold said plaintiff the corn. The defendant was placed on the witness stand and he denied the contract. The judge then dismissed the case and rendered a verdict against the plaintiff for the costs.

Under this decision a verbal contract in buying corn in the state of Iowa would not be valid if the buyer could prove the contract by a half dozen responsible witnesses. This seems to be a very unjust law, and I would be glad to know what the laws are in other states in regard to cases of this kind. From the above decision it would appear that dealers in Iowa should take extra precaution in making written contracts; otherwise they may encounter heavy losses.

Would be glad to know if the above decision is considered correct under the laws of Iowa, as I know of another case of the kind that will probably come to trial very soon.—*Iowa Dealer*.

Ans.—The laws of Iowa in regard to the sale of personal property are wholly unlike those of other states. While the Statute of Fraud has been adopted in substance, a provision is added which requires that a contract for the sale of personal property when no part of the property is delivered and no part of the price is paid, be in writing and signed by the party to be charged. However, there is an exception to this rule. When the article of personal property sold is not at the time of the contract owned

by the vendor and ready for delivery, but labor, skill and money are necessary to be expended in producing or procuring the same, then a writing is not necessary.

In the above question, the vendee's only hope lay in proving that his contract came within this exception, but the trial judge could not so hold in accordance with the decisions of the supreme court on this subject. Following earlier opinions handed down by the supreme courts of Iowa, it was decided as recently as October, 1892, in the case of Mighell against Dougherty, that an agreement to sell grain, the property of the vendor, but upon which money and labor must be expended to harvest it, and to put it in merchantable condition, is not such an agreement as to take it out of the operation of the Statute of Frauds, which is above referred to relating to the sale of personal property.

In order to bring such a contract within such exception it must appear that were it not for the existence of the contract, no labor, skill or money would have been expended on the subject matter.

Judge Kinne, referring to an oral sale of oats, said, "The grain existed at the time of the making of the contract in the identical form in which it would finally be sold. True it must be harvested and separated from chaff. So the grain was not produced by the defendant at all, nor did he procure it. He had the oats, but to put them in proper shape for market he must cut, thresh and haul them. All this he would have done at his own instance, even if he had never heard of the plaintiff.

"This labor, skill and money was not expended specially at the instance of the plaintiff. The acts relied on to take this case out from the statute and bring it within the exception heretofore quoted, are acts only which naturally and necessarily were a part of the plaintiff's business and avocation. It must appear that the contract was essentially one calling for special skill, labor or workmanship."

It is also a rule of law in Iowa that the oral evidence of the maker, against whom the unwritten contract is sought to be enforced, shall be competent to establish the same, and if the plaintiff relies on the testimony of the defendant to establish the contract, he cannot contradict or supplement such testimony by that of other witnesses. The testimony of the defendant is conclusive. Therefore if the plaintiff puts the defendant on the witness stand to prove the contract (for this is the only means by which such oral contract can be proved) if such witness denies the execution of the contract, he cannot introduce other evidence to impeach such testimony.

It is a matter of no legal weight whether the plaintiff brings on two witnesses to prove the contract or a dozen. The mere number of witnesses does not in itself constitute the preponderance of evidence, nor burden of proof which must be established in order that judgment be entered for the plaintiff.

The law upon the subject of oral contract, their use and abuse, is so clear and so concisely construed that there is little room for litigation. Those grain dealers buying in Iowa should observe this law if they wish to have their contracts carried out. They should either receive some of the grain purchased, or make a payment of part of the purchase price, or put their contract in writing.—

Mitchell D. Follansbee, 205 La Salle street, Chicago, Ill.

BACK FIRING THE CAUSE OF EXPLOSIONS IN GAS ENGINES.

Grain Dealers Journal: Replying to the request of S. W. S. in the Journal for Jan. 25 for an explanation of the irregular action of his gas engine, we would say that it is likely that the loud explosion in reality is not in the cylinder, but is due to unburned fuel being ignited in the exhaust passages. If the engine has been built by reliable makers, there is no danger of its exploding, as all parts have been designed with greater strength than necessary to withstand any shock that may come upon them.

The cause of the engine missing fire may be a poor mixture and a weak spark, or a cold ignition tube.—Gemmer Engine & Mfg. Co., Marion, Ind.

Grain Dealers Journal: The first indication would be that S. W. S.'s engine is a gasoline instead of a gas engine and that probably through the fault of the igniter the engine accumulates two or three charges, and those, igniting per-

any serious damage to the engine, or are in themselves dangerous, although unpleasant, as a well-built gas engine is strong enough to resist any of these pressures which may come upon it. To cure backfires remedy the cause; that is to say, do not let any part or parts of the engine become overheated. Keep the explosion chamber in fairly good condition, and see that the inlet valves are tight.—Yours truly, The Westinghouse Machine Co., Pittsburg, Pa.

Grain Dealers Journal: When a gas or gasoline engine misses fire and reports in the muffler and exhaust pipe are quite loud, it is caused by one or two things: Improper quantity of gas or gasoline turned on at the admission valve or else improper ignition after the gas has been passed to the cylinder. The remedy is to properly regulate the fuel valve to that point where each and every charge taken is fired with the greatest possible force derived. If S. W. S. uses an electric igniter, trouble is in either the condition of the electrode points or in the condition of the battery or magnet. If



Merchants' Exchange, Memphis, Tenn.

haps prematurely, produce a very early and heavy explosion. The same result may be caused by improper action of the device which introduces gasoline, it giving too much gasoline at each intake of engine, preventing ignition, flooding same and igniting prematurely. The same thing could be true with gas to a slighter degree, but would not anticipate with the pressure ordinarily used that this would be the case.

The possibility of blowing off the cylinder head depends wholly upon the construction of the engine, and in reply to his question as to whether such accidents ever happen, would say that we have known of one or two such cases with so-called cheap engines.—Foos Gas Engine Co., Springfield, O.

Grain Dealers Journal: We think that the explosion, or backfiring, in this case is caused by the unburnt or expelled charge igniting as it enters the exhaust pipe, and that the lingering flame will in turn fire the incoming charge. There are other causes leading to backfiring. For example, it is frequently caused by incandescent particles in the cylinder, such as small pieces of encrusted carbon and the like. It may also be caused by overheated parts in the explosion chamber and by leaky inlet valves or joints. Another cause for backfiring is bad mixture, which causes slow burning and lingering flame. There is no danger, however, that such backfires will cause

he is using the tube igniter, either the tube is too old and is carbonized or he has not heated it sufficiently, or if he has, has heated it too far up. The loud reports in the exhaust pipe are due to the fact that after several charges have been missed, the first gases are thus passed into the pipe and the following ignition does ignite them, literally "awakening the dead."—Witte Iron Works Co., Kansas City, Mo.

Grain Dealers Journal: The condition of the engine in question could be best ascertained by watching the symptoms, as there are many influences governing the operation of gas engines; but I would suggest from the information I have, that the trouble was in the spark, it being too weak to ignite an improper mixture, and after taking in and discharging two or three charges, it discharges more of the burnt gas, thus making the conditions of the mixture more favorable, and will ignite with a weaker spark, and at the same time a portion of the unconsumed gas is being deposited in the exhaust pipe, and when the explosion takes place, it will also fire the unconsumed gas in the exhaust pipe, causing a very loud report, which does not affect the cylinder. The explosion of a gas engine is not considered dangerous, as engines are supposed to be strong enough to withstand, and seldom do accidents happen.—Star Mfg. Co., Pendleton, Ind.

Reasons Why Meeting Should Be Held at Memphis.

There are some very good reasons why the sixth annual meeting of the Grain Dealers National Association

would also attract the grain dealers' associations of Arkansas and Missouri and the Southern Grain Dealers Association, which have not affiliated with the national association.

Because a large attendance would be assured, because the members are

buyers and brokers of the buying states of the South and Southeast nearer together. They would understand and have more confidence in one another. They would be disposed to be more considerate of the rights of the other and have a higher regard for contracts.



1. Madison Street looking west from Main, showing Custom House at end of street. 2. Court Square, from top of the Porter Building. 3. North Court and Second Streets, showing Tennessee Club and Southern Express Building. 4. Court Square with Porter Building in the background. 5. Main Street looking north from the Porter Building.

should be held in Memphis, and among these are the following:

Because Memphis wants meeting, wants it badly.

Because the members want to go to Memphis, as was shown by the large vote in favor of Memphis taken at Des Moines Oct. 3, 1902.

Because a meeting at Memphis will insure the association's obtaining a large number of new members in the South and Southeast, districts where it has but few members, altho the dealers of those districts are large buyers from members in the grain-surplus states. It

anxious to visit this historical southern city, and because it is nearer to the homes of Ohio, Indiana, Oklahoma, Indiana, Tennessee, Texas and southern Illinois dealers than the last meeting.

Because more cordial welcome nor more royal entertainment cannot be obtained anywhere.

Because an excursion on the Father of Waters is assured, even if a dozen steamboats are needed to accommodate the dealers, and, of course, some of the dealers will go to the meeting by water.

Because the meeting, wud bring the shippers of the surplus states and the

Because the best transportation accommodations are almost certain.

Because it has ample hotel accommodations and a hall, the Auditorium, with a seating capacity of over 3,000.

Because the weather at that time of the year makes Memphis doubly delightful.

The National Fiber & Cellulose Co. has been incorporated under the laws of Delaware by Jacob S. Cline, secretary of the Manufacturers Strawboard Co., and others, to manufacture paper from the pith and stalk of corn.

Invitations to Meet in Memphis.

The many members of the Grain Dealers National Association who attended the annual convention in Des Moines last October will well remember the cordial invitation given the association by R. L. McKellar, at that time president of the Memphis Merchants' Exchange. At that time he read the following telegram:

T. B. Jones & Co.
Wisner & Co.
Cannon & Yates Co.
Shanks, Phillips & Co.
John Wade & Sons.
Davis & Andrews.
Howell Turner & Co.
Choctaw Mill & Elevator Co.
Jno. K. Speed & Co.

While the names of a few grain dealers are missing from the foregoing invitation, it is not because they are not deep-

Accessibility of Memphis.

No doubt, the grain dealer, who has long heard of Memphis, but has never traveled to that city, considers it a long trip, 'way down the Mississippi; but when you come to figure the exact distance, in miles, it is quite near at hand. In fact, it takes only one night to make the trip from Chicago via the Illinois Central, which gives the mileage as 526. It is but 310 miles from St. Louis, 377 from Cincinnati, 484 miles from Kansas City and 475 miles from Fort Worth, Texas, which is about the center of the territory occupied by the Texas Grain Dealers Association.

Memphis Hotels.

Memphis has accommodated over 100,000 visitors, but, of course, so large a number of grain dealers is not expected next October. If the attendance does not exceed 2,000, good hotel accommodations can be provided for all.

A new, large hostelry, the Gayoso, which has been under way about a year, will soon be completed at a cost of \$1,000,000. Other houses are the Peabody, Isele's, Gaston's, Clarendon, Cordova, Transiola, Winter's and Leuhrman's.

The city has many other hotels, but the foregoing are the best and will take good care of the members of the Grain Dealers National Association if the directors decide to hold the meeting in the Tennessee metropolis, as requested by the members at the last meeting.

Memphis as a Grain Center.

Memphis claims to be the Hub of the South, and its claims are well supported by the map, shown on page 139 of this number. In addition to the eleven lines of railroad, it has the Mississippi River, which is utilized by many lines of steam-



Alex Allison, Memphis, Tenn.
President Merchants' Exchange.

Western Union Telegram.
Memphis, Tenn., Oct. 3d, 1901.
R. L. McKellar,
Savery Hotel,
Des Moines, Ia.

Please extend in behalf of the citizens of Memphis a most cordial invitation to the Grain Dealers National Association to hold their next annual meeting in Memphis.

If they come, we promise them a real touch of old-time Southern hospitality.

(Signed)

J. J. Williams, Mayor.
Memphis Merchants Exchange.
Memphis Industrial League.
Memphis Cotton Exchange.
Memphis Freight Bureau.
Memphis Business Men's Club.

This invitation still holds good and is supplemented by the following from prominent grain dealers of the city:

Supplementing the invitation of the City of Memphis and its commercial organizations, extended at the Des Moines meeting, October 3d, 1901, the Grain Dealers of Memphis extend to the members of the Grain Dealers National Association a most cordial invitation to hold their next annual convention in this city.

Williams-Fitz-Hugh Co.
W. B. Mallory & Sons Co.

ly interested in having the meeting, but because they were out when the bearer of the hastily prepared invitation called.

All the grain dealers of Memphis, as well as all the commercial and social organizations of the beautiful city on the Chickasaw bluffs, are anxious to show the grain dealers greater Memphis. The unanimous, earnest interest in the meeting insures the visiting dealers a royal entertainment if the directors decide the meeting shall be held in Memphis.

German importers of American wheat are greatly exercised over the discovery that some of the wheat which has been coming from New York is actually of Canadian origin and subject to the tax levied by the German government on all English products, amounting to 12 cents per bushel. Telegrams were exchanged between the produce exchanges of Berlin and New York, and since Feb. 15 the New York inspector has been certifying all Canadian grain as "bonded."



Nat S. Graves,
Secretary Merchants' Exchange.

boats for transporting freight to plantations many miles distant, as well as to distant cities. Most of the lines of railroad terminate at Memphis, thus making it a great distributing center for the South and Southeast.

During recent months three new grain elevators have been erected in the city, namely, the Choctaw Elevator, the Memphis Elevator and the new elevator of

Webb & Maury, which will soon be completed. Three other elevators are prospective. So it would seem that the many advantages offered by Memphis as a

As a grain-shipping point Memphis surely has a future in store which gives fair promise soon to increase the city's present trade a hundred fold.



R. L. McKellar, Memphis, Tenn.
Ex-President Merchants' Exchange.

grain-distributing point are now being recognized by grain dealers looking about for an advantageous location.

Among the firms at present engaged in the grain trade at Memphis are John Wade & Sons, Williams-FitzHugh Co., T. B. Jones & Co., Davis & Andrews, Wisner & Co., John K. Speed & Co., Webb & Maury, Shanks, Phillips & Co., Choctaw Mill & Elevator Co., Howell Turner & Co., Cannon & Yates, W. B. Mallory & Sons' Co., R. S. Taylor Grain Co., E. C. Buchanan & Co. and others. Among the grain brokers doing a large business in the city are Pease & Schoolfield, Denyven & Co., C. W. Carver & Co., Hugh Pettit & Co. and King, Scruggs & Co.

Most of these firms have large warehouses and elevators of their own. They are also extensive users of three public warehouses, which are provided with grain-handling facilities, namely, the Southern Warehouse, which is operated by W. W. McDowell, Jr.; the Planters Warehouse, operated by Long & Jones, and J. H. Poston's storage warehouse. Not only are the city's facilities for handling grain rapidly increasing, but its trade with the Southeast is increasing even more rapidly. Some of the firms confine their business to a radius of about 100 miles, dealing largely with plantation owners.

During the year 1900 there were handled by Memphis dealers 2,738,574 bushels of corn; 2,468,300 bushels of oats; 171,000 bushels of wheat; 132,800 sacks of bran; and 892,315 bales of hay. The mills of Memphis made 150,000 barrels of corn meal, and 44,000 barrels of flour during the year. Measured in cars there were handled 3,570 cars of hay, 2,250 cars of oats, 662 cars of bran, 2,750 cars of corn, and 175 cars of wheat.

Driven out of Milwaukee, their last stronghold, what will become of the bucket-shops?

R. S. Spurrier, who has an elevator and store at Tingley, Ia., is interested in a socialistic colony on the Pacific coast and will reside in Washington state.

Memphis ranks sixth in health with the cities of the Nation. The water supply—30,000,000 gallons per day—is drawn from sixty artesian wells, and is absolutely pure.

A sieve of wheat and corn is given to a bride in Serbia as she crosses the threshold of her new home. Of this she takes three handfuls, throws it over head, emptying the sieve upon the ground; the scattered corn denotes that the bride brings joy and prosperity into her new home.

Ode to the Memphis Mint Julep.

O thou Julep of fame immortal!
O draught of taste sublime!
Well may Memphis be proud of thy birth,
Thou nectar of southern clime.

Thou art filled with the sunshine of
laughter,
The charms of a fair maid's kiss,
Each one bearing desire for another.
(McKellar confided us this.)

Memphisites miss mysteries in thy depths,
And power, sorcery, elation,
Thou holdest the secret of Eden's tree,
With all its infatuation.

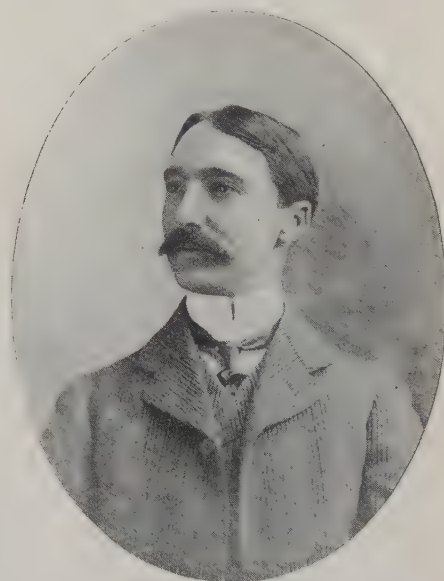
O thou art compounded of madness,
Frenzy, joy, transports of bliss,
The elixir dreamt of for ages,
But found by the sons of Memphis.

Memphis Chief Grain Inspector.

The Merchants' Exchange of Memphis was organized in 1883. It now has a membership of about 260. Although options are not traded in, many of the dealers assemble in the large hall of the exchange each day to watch the markets.

The exchange has committees for the handling of everything relating to the grain business and for the arbitration of trade differences. Its inspection department, which is under the control of the grain committee, is supervised by E. R. Gardner, who, in addition to being its grain and hay inspector, is chief weigher and gauger. He has occupied this position for three and one-half years. Previous to his acceptance of this position Mr. Gardner was identified with John K. Speed & Co. for twelve years.

The grain-inspection fee is 40 cents per carload. The hay-inspection fee is 20 cents a carload. The fact that the appeals committee of the Merchants' Exchange has been called but once during



E. R. Gardner, Memphis, Tenn.
Chief Grain Inspector.

Mr. Gardner's term in office speaks well of his work. The weighing is done under the supervision of Mr. Gardner, deputy weighmen being provided for each regular or public warehouse. The expense of the weighing is borne by the warehouse men in each case.

O. P. Austin, chief of the bureau of statistics, has prepared a 74-page study on the Great Canals of the World, presenting the latest available data on a subject of current interest.

Better Seed Corn.

No regular grain dealer can doubt that the introduction of improved seed corn by the farmers of his vicinity would result in their having more grain to sell to him, yet very few dealers seem to be willing to do the missionary work necessary to bring about the change.

A professor of the Illinois Experiment Station, who has made a study of corn, writes:



John Wade, Memphis, Tenn.

The quality of seed now used in the corn belt is, as a general rule, very poor. By careful counts made in every county of Illinois in '99, '00 and 1901, it has been found that about one-third of the stalks in the field produced no ears. In other words, one-third of the crop was barren, these stalks taking up the fertility and moisture of the soil without giving the producer profitable returns. The condition of barrenness is due to heredity, and, in some cases, to accident. The original corn plant reproduced itself most frequently by means of suckers, and only produced seed at infrequent intervals. This suckering habit has been partly bred out of the corn plant by hundreds of years of selection.

The pedigree of the ordinary seed corn is poor from the fact that in the average crop we find very few well-developed, perfect ears. It has been our experience that it is almost impossible to select from an ordinary crib one well-developed ear in a hundred. Most of the ears are poorly filled out at tip or butt, are small and irregular in size and shape, are badly mixed in purity of color, or are deficient in other important characteristics.

Seaboard Exporters Will Continue.

"It is wrong to say that there are at present only two principals for the export business, namely, the Western seller and the European buyer," says Ely Bernays in the New York Journal of Commerce. "There has been during the years 1898 and 1899 a tendency developed on the part of the European buyer to trade direct with the Western seller, but the disappointing experiences that he has had in regard to deficient inspection in Western markets and the unreliability of shipment being made at the seaboard within contract time have brought about of late

a very remarkable change, reversing this position. It is a fact that most of the large Western houses who have been doing a direct grain business to Europe have withdrawn from this branch altogether within the past two years.

"The 'middleman,' in other words, the grain exporter at the seaboard, is the man who to-day handles actually the bulk of all the grain shipments abroad."

Meetings of the National Association.

The first meeting of the Grain Dealers National Association was held in Chicago November, 1896.

The second meeting was held in Des Moines, Ia., June, 1897.

The third was held in Chicago November, 1898.

The fourth was held in Chicago October, 1899.

The fifth was held in Indianapolis November, 1900.

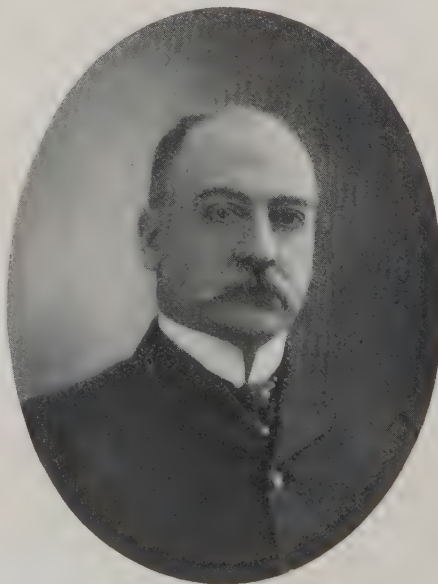
The sixth was held in Des Moines October, 1901.

The seventh will be held in _____, _____, as will be finally decided by the Board of Directors which will meet in Chicago next month.

The Dealers' Best Friend.

The trade journal is one of the tools of business, and trade journalism, says a writer in the Electrical Age, is to the trader an index, educator, informant, teacher, profit-gatherer, counsel—in short, the prized silent partner. The trade paper in an insurance against the dishonest, tricky salesman; is the champion of the trades against unjust charges or rules, whether attempted by a railway organization or an individual; it is the advocate of organization, the mouthpiece of associations; their champion and defender—therefore, worthy of the support of every one interested in co-operative effort.

Primarily, the trade journal is for the Dealer, the man so anxious to concentrate all his energy upon his business that he seeks all aids, and is willing to pay for



I. F. Peters, Memphis, Tenn.
Secretary Industrial League.

news or information that is calculated to push forward to success.

By taking a trade paper you become an associate worker for your own and other's benefit, and thus carry out the highest ideals of conduct. You should ever keep in mind the old proverb, "A man of knowledge increaseth in strength."

Notice to Shippers.

The Weighing Department of the Toledo Produce Exchange has been revised and the Exchange now employs an expert scaleman, who will make frequent and regular examinations and tests of all the elevator scales used in Toledo. The weighmen at ALL elevators are deputies of the Exchange, and complaints, if any, if sent to A. Gassaway, Secretary, will receive prompt attention. LOOK YOUR CARS OVER CAREFULLY, as to defective grain doors, leaky king-bolts, etc., both before and after loading.

Official certificates of all grain, both for



C. W. Carver, Memphis, Tenn.

inspection and weights, are obtainable at any time.

Interior elevator shippers to this market are requested to see that their scales are accurate.—Toledo Market Report.

Puts and Calls.

Puts and calls are called privileges. They are illegal in Illinois and only traded in to any extent in Milwaukee. The buyer pays a dollar per thousand for the privilege, but is not compelled to use it unless he pleases. A "put" is a privilege to deliver grain at a shade below the market price of the day before. A "call" is the privilege of calling for grain at a slight advance over the closing price of the day before. Some privileges are sold for the day and others for a week ahead or longer period.

For example, say Chicago May wheat closes to-day at 78. Puts good Monday would sell about 77½ and calls 78½. That is, the buyer would pay a dollar per thousand for the privilege of putting or selling Chicago May wheat at 77½ at the close on Monday; or a dollar a thousand to call it at 78½. The buyer has the market all day Monday to play with and it is optional with him whether he uses the privileges. He would not unless the market made it profitable for him to do so, by closing below the put or above the

call price. The seller has no option, but must be prepared to buy on the puts or sell on the calls at the close, when the buyer decides. If the market should range between $77\frac{3}{4}$ @ $78\frac{3}{4}$, there would be no action on either. They are used as a hedge by some traders. Is it still like so much Greek to you?—C. A. King & Co.

Judging Barley.

When purchasing barley it is unwise to give too much heed to excessive praises, writes a correspondent of the Allegheny Brauer. The dealer as a rule has no idea from how many pieces of land a lot of barley came, and when hereto is added as a fact that different seed barleys were used, then the maltster may use ever so much care in separating by bins he will not be able to secure an equal growth. Germinating contrivances for testing the germinating power are very good instruments, but nevertheless one should not depend too much on them, because they possess an inclination to flatter the subject of the test. I have had samples showing 100 per cent of germinating power and yet upon the floor the results were altogether different.

If sprouting is observed in a sample lot, then the greatest precaution is necessary, because cases have become known, where sprouted grains have intentionally been added to such a sample, still it is not meant by this that an entire supply should or must be free from growth. Where sprouting is found in barley which has been thrashed in the open air and had before thrashing been standing in shocks, then sprouting is easily accounted for, because on account of moisture at the head or at the bottom of the shock, such a growth is almost unavoidable. Such barley can without difficulty be distinguished from sound grain by its tell-tale beard and its dirty appearance.



S. T. Pease, Memphis.

The odor of barley plays an important part at the time of purchase. The fact must be taken into consideration, that barley is naturally inclined by virtue of its respiratory power to take on bad odors from its surroundings. Not rare by any means have been the instances where supplies of barley ordered from sample have been rejected on account of their unsavory smell, although the sam-

ple was entirely odorless. Where lies the fault? Musty sacks, a moldy or some other unpleasant smell in the hold of the ship or car are sufficient to exert an unfavorable influence on the barley. And it should be mentioned right here that the storing of barley in sacks should not be permitted; if this is done and es-



Lee D. Jones, Memphis, Tenn.

pecially if the sacks are piled up high upon each other, then very frequently the barley becomes highly heated.

Construction of Legs.

There are some features in the construction of elevators that should be well borne in mind by all millwrights, or, if we may be pleased to call them so, mechanical engineers.

They should be erect, stand straight, or be exactly perpendicular, or plumb, as the mechanics says. All things considered, perpendicular elevators work better than when slanted, as was once the common practice. When slanted the belt rubs on the inside of the up-leg and the buckets rub on the outside of the down-leg. Both of these features are objectionable and very objectionable if the stand slants very much.

The best constructed elevators are liable to choke and fill up in the boot and that mostly occurs without any fault in the elevator. A choke somewhere else fills the boot too suddenly and a choke in the boot results. To get rid of a choke in the boot have slides both in front and behind, so that the boot can be opened through and through and the surplus material dragged out at once.

The bottom of the elevator head should not be flat so that stuff can pile up against the pulley, because it hardens and the friction of the pulley is always liable to produce fire. Slant the bottom of the head to the down-leg so that the grain that falls on it will slide off and not pile up.—Dixie Miller.

Consul Touvelle writes from Belfast, Ireland, that the demand for linseed cake in Belfast is so large that the requirements of the trade can hardly be supplied by the local dealers. Gregg & Roache of Belfast, importers of grain and flour, desire to form connections for the purchase of cake.

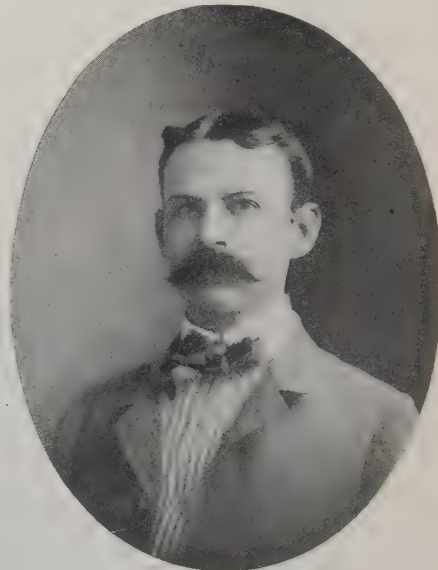
Opening Celebration at North Judson, Ind.

A cordial invitation had been extended to all farmers by the Churchill-White Grain Co. to visit the fine, new elevator on the opening day, Feb. 4. North Judson, Ind., was all agog. The offer of prizes had stimulated the interest of the farming community, and the highest premium, to the one first on the scales, fell to John Flagg, who was on the ground at 12:30 midnight. The second prize, for the second load of grain on the scales, was awarded to A. Konovsky, who arrived at 1 in the morning. The prize for the first load was \$2 and the second load \$1. Both loads were of ear corn.

The largest load of oats was 92 bushels, the largest load of corn, 47 bushels, ear corn, largest load of rye 48 bushels. The prizes for the largest loads were awarded to F. Dunkanek, A. Konovsky and J. Eckert, and for the best loads to F. Dunkanek, A. Konovsky and J. Smith.

Several teams of horses were weighed, competing for the prize for the largest team, the winners weighing 2,480 pounds. Prizes were given for the largest married couple, weight 397 pounds; for the largest man, 285 pounds; for the largest woman, 207 pounds; for the smallest man, 97 pounds; for the smallest woman, 91 pounds; for the largest family all present, 18, and for largest number of grains on a single ear of corn, 1,185.

Receipts for the day were 712 bushels of oats, 327 bushels of rye and 863 bushels of corn. The capacity of the elevator is 15,000 bushels, improved in every way and equipped with steam power.



D. T. Schoolfield, Memphis.

A few obstacles in one's path are essential to full appreciation of the smooth places.

Geo. S. Bridge, president of the National Hay Association, who has been attending the final hearing before the Interstate Commerce Commission in the fight for reduced freight rates on hay, says: It is probable a decision will not be rendered before Congress adjourns. I am very well pleased with the status of the case. It looks as if the wrongs against the hay dealers would be righted. It has been a long fight. Our case plainly showed discrimination on the part of the railroads. It is now up to the commission to take action remedying this condition.

Williams, Fitz-Hugh Co.'s Elevator, Memphis.

One of the latest additions to the grain trade of Memphis is the elevator and warehouse of the Williams, Fitz-Hugh Co., which is illustrated herewith.

The plant is 300x72½ feet and three stories high. It is constructed of brick and strengthened by heavy beams and posts. The elevator, which occupies the middle part of the plant, contains thirty-three bins, with an aggregate capacity of about 100,000 bushels. One elevator leg has an elevating capacity of 6,000 bushels per hour. Two hopper scales of 86,000 pounds capacity, are located above the bins, with beams on the first floor.

The plant is unusually well equipped for loading direct to cars of different lines entering Memphis. Tracks extend, not only along the full length of the building, but another track passes through the middle of the house, so that grain can be received from either track, or loaded out, as may be desired. On three sides of the house are long loading platforms. Two New England automatic scales are provided on rollers, so that they can be used in sacking grain from any bin in the house. A Webster car puller and power shovels facilitate the moving and unloading of cars. Electric power and rope drives are used. Below each of the scale hoppers is a turn-head, by which grain can be diverted to differ-



Chas. D. Jones, Memphis, Tenn.
Manager for Williams, Fitz-Hugh Co.



Williams, Fitz-Hugh Co.'s Elevator and Warehouse, Memphis, Tenn.

ent bins of the house or direct to the shipping spouts. A passenger elevator facilitates the movement of the superintendent. In the cupola is an Invincible Oat Clipper No. 9, also a dust collector.

In the warehouse part of the structure is a large freight elevator for moving hay and sacked grain from one floor to

Fitz-Hugh Co. has already secured a large trade in the Southeast, and it continues to grow.

Seed Distribution a Farce.

Former Secretary of Agriculture J. Sterling Morton says of the free distri-

little good. You can go in any second-hand store in Washington and buy seeds or government documents at a price far less than the actual cost to the government. And then, as I said before, the distribution of seeds by the government puts pauper seeds in competition with legitimate seed houses. Ninety per cent



Memphis Freight Office of the Southern Railway. One of the Handsomest Railroad Offices in the South.

another, storage room being provided for about 150 carloads of sacked grain and hay. Dormant and platform scales are provided, also a Bowsher Combination Mill.

The entire plant is lighted with incandescent electric lights and equipped with automatic sprinklers. All passageways between the different rooms of the building are closed automatically in case of fire by a double fire door. A standpipe, with hose attachments, is also provided. At different points about the building are placed messenger call boxes, from which the night watchman is required to turn in a call hourly. If he fails to make the call, he is called up by telephone to report the trouble. If he does not respond by 'phone a man is immediately sent to the elevator to discover the cause of his dereliction. Every precaution is taken to reduce the fire hazard, as well as to facilitate the extinguishing of blazes in their incipiency.

The business office is some distance away, being on Front street. Under the energetic management of the resident partner, Chas. D. Jones, the Williams,

bution of seeds by the government: It originated in 1889, when the commissioner of patents conceived the idea of securing an appropriation to buy rare and valuable seeds not common to this country. From that meagre beginning the practice has grown until the appropriations for seeds amount to \$200,000 annually. And it is an expensive proposition, for in addition to the purchase of the seeds it costs the government more than the seeds are worth to transport them and deliver to the favored few who get them. The congressmen from the city districts sell their quota of seeds to the congressmen from the rural districts. I know one congressman who sold a quota of seeds that cost the government \$300 for \$75. And then it puts the government in the position of crushing out the legitimate seed houses. Seeds are distributed to perhaps 2,000,000 people and the cost is borne by the 70,000,000. And besides it is of no material benefit to the man who receives the seed. He rarely gets what he wants and the seed is wasted and does practically little good. The whole thing does but

of the newspapers in rural districts oppose the free distribution of seeds by the government.

Malt amounting to 367,676 bushels was exported during 1901, compared with 310,367 bushels during 1900.

The fading away of the bucket shop leads John Hill, Jr., to the conclusion that the speculator who has been temporarily lured into the bucket shop by promises of low commissions and quick action will place his orders on the legitimate exchanges, thereby performing the real functions of the speculator, so necessary in this surplus-producing country, of creating a market for that surplus.

Albert W. Swalm, consul at Montevideo, writes that in Uruguay a greatly extended area has been sown to wheat, and, as the best American agricultural implements are used, a record-breaking crop is in view. Across the Rio de la Plata all of the northern end of Argentina is reported as suffering from the long-continued drought, and the probable export of wheat will not exceed 500,000 tons, as given by a statistical authority.

GRAIN TRADE NEWS.

CANADA.

A proposition to erect municipal grain elevators will be voted upon at Qu'Appelle and McLean, Assa.

Quebec grain dealers are much pleased that Captain Wolvin will erect grain elevators for the export trade of that city.

A temporary storage warehouse of 250,000 bushels capacity will be erected at Winnipeg, Man., by the Northern Elevator Co.

A committee with Thos. McNutt as secretary has been formed to further and project the erection of a flour mill and elevator at Salto Coats, Assa.

The opening of the Canadian Northern Railway Co.'s new elevator at Port Arthur, Ont., has been delayed owing to the non-arrival of the belting.

The Canadian Pacific, overwhelmed as it is with Manitoba wheat, has nevertheless decided to transfer no grain to the Canadian Northern Railway at Winnipeg.

Wm. Whyte, assistant to the president of the Canadian Pacific Railway, states that a new elevator of 1,500,000 bushels capacity will be erected at Fort William, Ont.

The Snowflake Elevator Co. has been incorporated at Snowflake, Man. Capital stock, \$5,000; incorporators, John F. Drew, R. A. Barrett, J. Spence and A. Maxwell.

The contract for the new elevator which is to be erected by the Wapella Farmers' Elevator Co., at Wapella, Man., has been let to Chas. Robertson, at the estimated cost of \$5,350.

The Canadian Pacific Railway has arranged to borrow a large number of cars from the Great Northern Railway to help the movement of Manitoba grain, and will accept wheat for shipment to any point east of Fort William.

Samples of Manitoba wheat from a lot of 500,000 bushels, which was transferred from Great Northern to Nickel Plate cars at Chicago last week, made a very handsome appearance. The grain was declared to be dangerously damp.

The grain section of the Toronto Board of Trade has made a protest against the increase in the demurrage charged by the Grand Trunk Railway on Manitoba wheat at Sarnia, Ont. The new charge is \$2 per day, twice that formerly exacted.

The farmers of Russell, Man., have decided to erect an elevator of 30,000 bushels capacity. The Russell Farmers' Elevator Co. has been incorporated with a capital stock of \$20,000; Samuel Rea, president, and A. R. Tingley, secretary.

The Grand Trunk and the Canadian Pacific lines have discontinued track or special delivery of grain at Montreal, but will send the grain to elevators subject to storage charges. A good move. It will reduce shortages in shipments to that market.

The Leyland line of steamers sailing from Quebec, which was increased by a line to Liverpool as well as London, is to be still further augmented by a line of 8,000-ton boats to Manchester. The Manchester line will begin with two sailings per month, beginning May 10.

The Manitoba grain commission has

recommended to the railroads the erection of 60 loading platforms for the convenience of farmers who may wish to shovel their grain into cars instead of patronizing the proprietors of the elevators. The roads have neglected to build these platforms as required by law. The applicants have been put off upon one pretext or another, and when finally pinned down have taken refuge in the failure of the law to specify a time limit in which platforms must be built. Why not require carrier to furnish wagons to haul grain to market?

Before the agricultural committee of the Manitoba Parliament, C. N. Bell, secretary of the Winnipeg Grain Exchange, in reply to a question why the independent dealers were charged a cent a bushel for selling their grain, recently stated that the exchange had done everything to promote and conduct trade on fair lines. There were men in the country who did not come in and pay their fees of \$10 a year for the support of the exchange. The exchange did not intend to place these people who would not come in and give their support on an equal footing with its members, and therefore discriminated. Any reputable man could join the exchange. The prices charged the independent dealer for selling his grain were charged because he would not do business on established rules. With regard to the reinspection at Fort William Mr. Bell said this provision was imposed on the board by the Ontario millers, because they could get cars down at North Bay and offer slaughter prices when there was a quantity there. That was the reason this reinspection was not wanted. The whole process of inspection goes on again at Fort William after leaving Winnipeg. Wheat is now inspected three times and loses its identity after going into the elevator at Fort William.

CHICAGO.

The Union Trust Co. Bank has been made a depository for margins by the Board of Trade.

Abel D. Osman, who was secretary of the defunct Geo. H. Phillips Co., has filed a petition in bankruptcy. Liabilities, \$67,000.

Wm. H. Lane, for 30 years a trader on the Board, died at the age of 50, Feb. 18. He was in the employ of J. A. Edwards & Co.

Selling 50,000 bushels of corn, when you have an order to buy, is a distressing error, even when committed by a pit trader.

John M. Simpson and F. A. McDonald have engaged in the grain commission business under the firm name of Simpson & McDonald.

Van Ness & Wilson, grain commission merchants, have removed their office to more commodious quarters at 609-110 Rialto building.

A proposition to make No. 3 white oats contract on the Chicago market is being talked by those interested in broadening the trade.

Homer H. Peters, of Bartlett, Frazier & Co., whose impaired health compelled him to give up business last fall, has pur-

chased an elegant residence at San Diego, Cal., on a site commanding a view of Coronado, the ocean and mountains.

The American Linseed Co. has lengthened the working day at its Chicago works from 8 to 12 hours, and has increased the pay from \$2.00 to \$2.25.

President Wm. S. Warren of the Chicago Board of Trade left for Washington, Feb. 18, to urge upon Congress the retention of the present tax on bucket-shops.

A. E. Schuyler, Asst. Board of Trade Weighman, took a track scale home with him first of last week to weigh a new baby boy, who arrived at the Schuyler home Feb. 16.

The directors of the Board of Trade have resolved that interest paid on money or moneys deposited as margins on either open or closed trades is a violation of Rule XIV.

The charges and indictments against Lloyd J. Smith, growing out of the violation of the warehouse law by the Chicago Elevator Co., have been dropped by the state's attorney.

The proposition to do away with salaried pit traders by requiring that a brokerage be paid to the one making the trade has been disapproved by the directors of the Board of Trade.

W. A. Johnson, an iron worker employed by the Macdonald Engineering Co., was instantly killed, Feb. 18, by falling 87 feet from the top of a grain bin of the new Rialto Steel Elevator.

ILLINOIS.

A farmers' elevator may be built at Arcola, Ill.

J. Wesley expects to build a large elevator at Middle Grove, Ill.

Austin Sanderson of Leland, Ill., has bot land adjoining his elevator.

Asa Smith has sold his grain business at Lilly, Ill., and will move to Burnett, Miss.

Mr. Robertson of Mansfield, Ill., has sold his share in the elevator and is going west.

The elevator of J. M. Murray & Co., Roanoke, Ill., was slightly damaged by fire Feb. 4.

Jake De Vries will take Harm Meester's place as agent for the O'Neill Grain Co. at Matlock, Ill.

E. E. Rogers & Sons of Port Byron, Ill., have equipped their elevator with a gasoline engine.

Readers will confer a favor by sending notices of new firms, new elevators and business changes.

J. H. Dole & Co.'s new house at Casebeer, Ill., when completed, will be operated by J. M. Ennis.

C. C. Herman and W. G. Ludwig have bot the east elevator at Secor, Ill., of J. M. Murray & Co.

C. A. Burnham, formerly of Washburn, Ill., has purchased the elevator of W. G. West at Washburn, Ill.

J. M. Murray & Co., Eureka, Ill., Feb. 17: Corn and oats crop nearly up to average this year in this section.

L. J. Rising, who has returned from Montana, is now in charge of the grain business and elevator at Rising, Ill.

Steger Bros. of Matteson, Ill., have bot of C. Andres the elevator at Tinley Park, Ill., and will make repairs and improvements.

A large fire at Wapella, Ill., Feb. 8, destroyed the elevator belonging to the Farmers Grain & Elevator Co. The structure contained 25,000 bushels of grain; 20,000 cf corn, valued at \$12,000, and the remainder of oats. The total loss amount-

ed to \$25,000 or \$30,000. Insurance on grain, \$17,000; on buildings and machinery, \$5,000. The company will rebuild.

J. Toberman, Fillmore, Ill., Feb. 17: No old corn in the country, scarcely enough for consumption; wheat covered with snow.

James Coyle, Chester, Ill., Feb. 17: The growing wheat looks good considering the severe weather we have been having.

The new elevator of the Churchill-White Grain Co., at Conrad, Ill., is nearing completion. Mr. Algren will have charge.

The elevator owned by Frank Supple at Brokaw, Ill., was destroyed by fire on the night of Feb. 7. Loss, \$2,000; insurance, \$1,200.

Davis Bros. of Cadwell, Ill., have purchased of Thomas Ogden, at Chesterville, the site where his burned elevator stood, and will rebuild.

The elevator which the Younglove & Boggess Co. has erected at Brisbane, Ill., was not for E. W. Wagner, as stated, but for H. J. McDonald.

Louis Phillips, Germantown, Ill., Feb. 20: Wheat on the field is coming out nicely, has been covered with snow for the past three weeks.

The farmers' co-operative grain elevator at Breckenridge, Ill., on the B. & O. S.-W., with a capacity of 10,000 bushels, is now completed.

W. H. Burchard of Grant Park, Ill., expects to go to Moline, Ill., in a short time. He will engage in the grain business at that place.

J. H. Dole & Co.'s elevator at Zearing, Ill., is about completed, and will be operated by Isaacs & Lockhart, who conduct the house at Malden.

A. Sanderson of Leland, Ill., has just completed his 100,000-bushel elevator, equipped with machinery and supplies made by the Marseilles Mfg. Co.

J. A. Roney, grain dealer of Wyckles, Ill., who has been confined to the house for the past three weeks, is now improving and expects soon to be out attending to business.

John McGinnis of Tolono, Ill., desires a change of work and has resigned the position which he has held for twenty-four years as assistant to W. H. Morgan in the Central elevator.

The Weare Commission Co. of Chicago has completed arrangements for a branch office at Decatur, Ill. The Weare Commission Co. has private wires to all the leading markets of the country.

George Hussman, formerly in business at Natrona, but now residing at Waverly, Ill., has purchased of Beggs & Lynd a half interest in an elevator at Tallula, Ill., and will change his location in the spring.

Geo. C. Dunaway, Utica, Ill., secretary, writes that the regular monthly meeting of the Illinois Valley Grain Dealers Association will be held in the Harrison House, La Salle, on Thursday evening, Feb. 27.

We are indebted to W. C. Garrard, secretary, for a copy of the statistical report of the Illinois State Board of Agriculture, for Dec. 1, containing a summary of the reports of correspondents as to the condition and yield of crops.

Paul Smith, grain dealer of Lincoln, Ill., died Feb. 19, of heart failure. Earlier that day he had been informed by the sheriff that a mortgage against him and in favor of Nash, Wright & Co., had been foreclosed. Going home he told his wife that he was not feeling well, and lay down on a couch. Before a physician could be called he was dead. He was 59 years old

and had been in the grain business since 1890, and operated elevators at Lincoln, Broadwell and Lawndale.

E. S. Greenleaf & Co., of Jacksonville, Ill., are now pushing work on their new elevator at Pegram, Ill. J. R. Caldwell of Hoopeston, Ill., is putting up the building, and using machinery outfit manufactured by the Marseilles Manufacturing Co.

Wm. Truitt, Findley, Ill., Feb. 15: We only had a half crop of corn; fair crop of oats but only a small per cent left for the market now. I think there will be an increased acreage of oats this year and not quite so much corn. A little more broom corn will be put out this year.

Daniel J. Keely, proprietor of the elevator at Lena, Ill., died Feb. 13. His health had been somewhat improved as the result of a stay at the West Baden springs last fall, but a week before his death the disease assumed a more acute form. He was born in Pennsylvania, March 17, 1833, was an Illinois volunteer in the civil war and part of the time in the navy. He was twice married, his second wife and four children surviving him. He began in the grain business at Lena in 1865 with A. F. Foll, and continued afterward at Waddams Grove. For a number of years after 1873 he was engaged in the lumber business at Nora, where he subsequently took up the grain trade. When his elevator at Waddams Grove was burned last summer he rented the elevator at Lena, and after rebuilding the house at Waddams carried on the business at all three places. Mr. Keely was a man of strong character, great perseverance and tireless energy. He possessed strong sympathies and was a helper of others as well as a builder for himself. The communities with which he was identified will miss his activities and influence.

ILLINOIS CHANGES.

Van Vleck & Edwards have succeeded Van Vleck & Trost at Deers on the Wabash Ry.

On the C. & G. W. R. R., L. Shumaker, Esmond, and Long & Co. and J. H. Kline, both of Myrtle, are no longer in the grain business at those stations. D. Kennedy at DeKalb has been succeeded by Kennedy & Coyne.

Several recent changes on the C., M. & St. P. are: The Neola Elevator Co. succeeds S. W. Robinson at Leaf River, J. H. Kline succeeds W. C. Bunn at Byron, G. J. Reverts succeeds J. A. Sibley & Co. at Stillman Valley and the firm of Stanbury & Son & Woodard succeeds Geo. Stanbury & Son at Fairdale, formerly known as Fielding.

On the Big Four Route the following changes have recently occurred: Joseph Ogden succeeds C. A. Besore at Urbana, J. T. Davidson succeeds the Cleveland Grain Co. at Champaign, J. M. Black succeeds C. H. & P. G. Jones at Mahomet. F. M. Murphy at Ogden, with headquarters at Indianapolis, Ind., and Zorn & Co. at St. Joseph, with headquarters at Louisville, Ky., are new firms. J. G. Holderman of Urbana and C. H. & P. G. Jones of Champaign are no longer in the grain business at those places.

Along the C. & N. W. line several changes have occurred. John McGirr succeeds McGirr & Morrell at DeKalb, Zellar & Hutchinson succeed Kapp & Jennings at Ashton, H. O. Leet succeeds B. S. Sanborn at Franklin Grove, Dixon Cereal Mills succeeds Forrest Milling Co., at Dixon. C. Keef at Maple Park, G. T. Elliott and the Northwestern Elevator & Grain Co., at Sterling, and Cooper Bros. and M. Kennedy, at Rochelle, are new

firms. James McGirr has discontinued his grain business at Sterling.

Changes on the C., B. & Q.: R. A. Evans & Co., Fitch, Chesick & Co., and T. C. Nicholson are no longer in the grain business at Aurora; the City Mills is a new firm at Aurora, but very little grain is shipped. Other new firms are: Patton & Beveridge at Somonauk; Warner & Guffin, Compton, P. O. Paw Paw; Neola Elevator Co., Flag Centre and Kings; Geo. Stansbury & Son, Holcombe; Neola Elevator Co., Davis Junction and New Milford; Warfield & Staley, Rock Falls; Neola Elevator Co. and A. Forrest & Co., oat meal mill, Rochelle; Neola Elevator Co., Chana; H. C. Peek & Co., Oregon; Wm. Cleggert, Oswego; Jeter & Boston, Yorkville; F. C. Beane, Fox; B. B. Larson, Millbrook; Neola Elevator Co., Millington and Serena. Zellar & Hutchinson have sold their business at Harmon to the Neola Elevator Co. They are now operating at Ashton, on the C. & N. W.

Changes on the Illinois Central are: O. L. Kearns succeeds H. A. Clevenger and Barker & Collins succeed Geo. Meikle at Bondville, Wm. Tjaden succeeds R. P. Lower at Armstrong, J. M. Jones succeeds A. Sperling at Dewey, R. T. Miles succeeds George Pearce and Frank Warner takes the place of Wheeler & Warner at Fisher; Herbert & Hackett succeed M. Herbert at Polo, Arl Cuppy succeeds Cuppy & Parker, and J. E. Ernst takes the place of Ingram & Ernst, at Humboldt; R. O. Harris succeeds Harris & Wesch at Arcola, Bentz & Bender succeed E. L. Augustus at Macon, Rodman & Mull take the place of Kirker & Rodman at Moweaqua; Crocker Elevator Co. succeeds J. B. Good at Forsyth, and A. W. Shepherd takes the place of Shepherd Bros. at El Paso. New firms and dealers are: Bion Morgan at Buckley, W. D. Chase & Co. at Woosung, J. A. Wesch & Son at Arcola, and J. H. Parrish at Tolono with headquarters at Homer. The following firms have discontinued: Sieberns Bros. and Wm. Wycle at Buckley; Carrington, Hannah & Co. at Irwin; Jordan Bros. at Clinton; Hazenwinkle Grain Co. at Randolph, and A. W. Skinner at Hudson. The Tuscola Grain & Coal Co. at Tuscola and the Hayes Grain & Coal Co. at Hayes are farmers' organizations.

INDIANA.

O. S. Means is unknown as a grain dealer at Linden, Ind.

Isaac Reed, Argos, Ind.: Can't do without The Journal.

A large wheat elevator will be built by the Moore Milling Co. at Patoka, Ind.

Work has begun on J. A. Neal's new elevator on the C., R. & M., at Peru, Ind. R. P. Moore Milling Co. of Princeton, Ind., will erect a modern elevator at Patoka, Ind.

Clover seed valued at \$100 was stolen Feb. 2 from Dick Lewis' elevator at Roann, Ind.

Mr. Sharp of Cambria, Ind., writes that he will put in a 22-foot scale and other machinery.

An attempt to burn the grain warehouse of Martin & Striebeck, at Indianapolis, Ind., Feb. 16, resulted in slight damage.

John Wilson, Roachdale, Ind., Feb. 13: Wheat is well protected by snow and I think we will have a good crop unless it is injured later on.

D. P. Moore, Wyatt, Ind., Feb. 12: The farmers in this part of the country are holding fast to their grain, only selling a load now and then for a little spending money. I think there is a large per cent of wheat being held for higher prices, but

there are few oats and a small amount of corn to come on the market in this section.

Homer Cutsinger of Edinburgh, Ind., expects to enter the grain business at Needham, Ind.

Bennett Taylor and William Foresman have leased the elevator at Shadeland, Ind., and placed it in charge of John Gougar of Lafayette.

J. C. Batchelor of Sharpsville, Ind., Fred B. Fox of Tipton, Ind., and G. G. Davis of Illinois have bot the elevator and mill at Sharpsville.

O. W. Leoffer, Fort Branch, Ind., Feb. 14: Weather still very unfavorable to wheat and all of the old crop in the millers' and elevator men's possession.

E. R. Douglass, formerly manager for the Churchill-White Grain Co., at Illinois, Ind., has been promoted to the management of the company's elevator at Hamlet, Ind.

Friends of E. H. Wolcott will be pleased to learn that the recent conflagration which swept the town of Wolcott, Ind., caused him a loss of only \$1,500 in excess of insurance.

J. H. Parrish and O. H. Davis of Homer, Ill., have bot the elevator on the Wabash R. R. at Marshfield, Ind., formerly owned by H. D. Baird. Mr. Davis will have charge of the house at Marshfield.

The Lawrenceburg Roller Mill Co., of Lawrenceburg, Ind., has let the contract to Jno. S. Metcalf Co. for a steel storage plant of 350,000 bushels capacity. It will include eleven steel tanks and a working part.

Frank C. Brown has contracted with the Churchill-White Grain Co., of Chicago, to handle its grain business at Illinois and Edgerton, Ind. In connection with the grain business Mr. Brown will erect a first-class general store.

The Princeton Elevator Co., whose fine plant at Princeton, Ind., was described in The Grain Dealers Journal of Feb. 10, has installed an 18-h. p. alternating current electric motor to drive the machinery in place of the steam power plant shown on the plans. The officers of the company are John F. Kuhn of Bartlett, Kuhn & Co., president, and H. E. Agar, secretary and treasurer.

John Wilson has purchased the elevator of Cline & Crosby at Roachdale, Ind., and will operate the house in connection with the one at Barnard, which he purchased of J. P. Allen, two years ago. He is the only dealer at the two points, Mr. Allen having removed to Wheatland. Mr. Cline will take a position as the cashier of the Roachdale Bank, and Mr. Crosby will look after his farming interests.

IOWA.

F. M. Terry is scooping grain at Little Sioux, Ia.

F. C. Nichols has sold his elevator at Beaman, Ia.

M. M. Wright of Churdan, Ia., is a scoop shoveler.

W. A. Smith of California Junction, Ia., is a scooper.

L. F. Hull and J. C. Phelps of Taintor, Ia., are scoopers.

John Dammann & Co. of Dixon, Ia., are scooping at other stations.

Wightman & Son will build an up-to-date elevator at Holmes, Ia.

G. R. Wheeler of Guernsey, Ia., is scooping grain at other stations.

E. Moorhouse has succeeded D. L. Powers at Newell, Ia., on the Illinois Central.

The Way-Johnson-Lee Co., headquarters at Minneapolis, Minn., has bot the elevator at Rockford, Ia., of James Mur-

ray, and has placed P. E. Granger in charge as local manager.

Escher & Rhyan have bot the elevator of Harry Hancock at Irwin, Ia.

A local company will build an elevator and grist mill at Mt. Vernon, Ia.

A. Emmert of Newburg, Ia., on the Iowa Central uses the scoop shovel.

Mat Johnson of Audubon, Ia., is not recognized as a regular grain dealer.

Chas. Pfaff succeeds Pfaff & Bendo at Buchanan, Ia., on the B., C. R. & N.

W. H. Campbell of Goldfield, Ia., is not recognized as a regular grain dealer.

W. F. Brown has succeeded O. Rossing at Rutland, Ia., on the C. & N. W. Ry.

Pease Bros. & Co. and Courson Bros. will build new elevators at Clarion, Ia.

C. H. Crawford is the only dealer at Hedrick, Martinsburg and Nugent, Ia.

J. F. Putzier has succeeded Addington Bros. at Castana, Ia., on the C. & N. W. Ry.

At Griswold, Ia., on the C., R. I. & P. Ry., T. A. Caven has succeeded Ed'Everly.

R. S. Spurrier has purchased an elevator at Tingley, Ia., and will move there soon.

A grain elevator is to be built at Norway, Ia., on land purchased of M. Humphrey.

The Dunbar Grain & Stock Co. of Dunbar, Ia., is not recognized as a regular dealer.

Cocking & Robbards have succeeded L. D. Clark in the grain business at Grinnell, Ia.

W. Lancaster has succeeded McMullen & Lancaster at Bradgate, Ia., on the C. & N. W. Ry.

E. E. Ingold has succeeded Somers Bros. at Gilletts Grove, Ia., on the C., M. & St. P.

The Alton Mill Co. has succeeded F. W. Patterson at Sioux Rapids, Ia., on the C. & N. W. Ry.

The American Linseed Oil Co. of Sioux City, Ia., is sending out bids to farmers for flaxseed.

The Skewis-Moen Co. of Minneapolis, Minn., will put in a new gas engine at Rock Rapids, Ia.

Readers will confer a favor by sending notices of new firms, new elevators and business changes.

The Farmers Elevator Co. of Freeman and Rockwell, Ia., is not recognized as a regular dealer.

Low Montgomery of Defiance, Ia., has gone to Danbury to take charge of Harry Hancock's elevator.

The Rothschild Grain Co. succeeds T. W. McCausland of McCausland, Ia., on the B., C. R. & N. Ry.

The Neola Elevator Co. has succeeded the firm of McDonald & Son at Grant Center, Ia., on the C., M. & St. P.

The Iowa senate has passed Hogue's bill requiring railway corporations to furnish cars for the transportation of grain.

The Collins Grain Co., C. G. Vasey and Gingles & Vasey of Collins, Ia., on the C., M. & St. P. Ry. have discontinued business.

C. B. Lennon & Co., grain dealers of Decorah, Ia., recently suffered loss by fire. The damage was done mostly by smoke and water.

Peters Whitaker & Co. of Rock Rapids, Ia., will replace their steam plant with a gasoline engine and make various other improvements.

A spark struck from a bolt-head in a separator at the Great Western Cereal Mills at Sioux City, Ia., Feb. 15, set fire to the oats in the machine. The flames soon communicated to a dust separator on the upper floor and spread with alarming

rapidity until the sprinkler system got into action. Damage by water and fire, \$10,000.

Mr. Simpson, owner of elevators at Iowa Falls, Robertson and Burdette, Ia., is reported to have bot the new elevator at Popejoy, Ia.

The Farmers Elevator Co., D. M. Smith and Smith & McLaughlin at Manly, Ia., on the C. & G. W. Ry., are not recognized as regular grain firms.

The Davenport Malt & Grain Co. of Davenport, Ia., is installing ten new drums in its addition. Each drum has a capacity of 600 bushels.

A. Milligan of Fort Dodge, Wm. Wilkie of Webster City, Chas. Brockway of Matlock and D. W. Christy of Meriden are scoopers on the Illinois Central in Iowa.

Geo. Patten, who is buying grain at Robertson, Ia., is doing so as the manager for E. G. Simpson, who owns the elevators at Robertson, Burdette and Iowa Falls.

The many friends of J. Gault of the firm of Gault Bros. of Creston, Ia., will regret to learn of the death of his wife at their home in Creston, Feb. 14, from apoplexy.

E. G. Nelson, agent for the Northern Grain Co., at Wheelerwood, Ia., who was charged with the embezzlement of \$4,380, after five months' search has been found at Fort Scott, Kan.

T. O. Miller, for some time manager of the St. Paul & Kansas City Grain Co.'s elevator at Sioux Rapids, Ia., left for Webb, Ia., Feb. 11, where he will hold a similar position with Wilson & DeWolf.

Scoop shovel men on the B., C. R. & N. in Iowa are T. L. Eggum, Thompson; J. R. Wood, Buchanan; E. D. Hazeltine & Co., Center Point; J. M. Thompson, Garrison, and Geo. A. Ivey, West Bend.

A hundred farmers near Garden City, Ia., have organized an association to deal in grain, coal, implements and general merchandise at that place. Their capital is \$25,000. Building will be begun soon.

The senate threatens to kill the new landlord and tenant bill. If you are tired of collecting rents for shiftless landlords get after your representative in the upper house quick and end the unjust requirements of the present law.

The landlord and tenant bill, published in the last number of The Grain Dealers Journal, has been passed as printed by the lower house of the state legislature, only 16 votes being recorded against it. Get after your senator and keep after him until the bill becomes a law.

Jos. McCoy of Stanwood, Ia., has bot of G. W. Sissel a half interest in the elevator at Tipton, Ia., on the C. & N. W. The building will be fitted with new machinery and improvements and will be run in connection with Mr. McCoy's grain business at Stanwood.

The Younglove & Boggess Co., Mason City, Ia., has just finished an elevator for J. J. Hadley at Osco, Ill., on the C., R. I. & P. R. R. It is a 12,000-bushel house equipped with gasoline power, controllable dump, corn sheller, ear corn crusher and roller feed mill. The first car of grain was loaded Feb. 15.

The Iowa Elevator Co. has been incorporated at Des Moines, with a capital of \$75,000, and has bought of the St. Paul & Kansas City Grain Co. eighteen elevators, located on the line formerly known as the Mason City & Fort Dodge Ry. The new incorporation expects to move westward along the line of the new Sioux City & Omaha extension of the Great Western, building elevators from time to time in new territory. The offices and headquarters of the company will be at

Des Moines. The officers are: J. A. Pease, president; J. F. Pease, treasurer, and George A. Pease, secretary.

William Noe, formerly of State Center, Ia., has moved to Eldora, Ia., where he recently purchased the elevator on the Iowa Central, of which Mark Furman has been temporary manager.

The Pease Hay Commission Co. has been incorporated at Des Moines, Ia. Capital stock, \$15,000; incorporators, J. S. Pease, G. A. Pease, F. H. Pease and J. A. Gilmore. The company will take charge of the extensive hay commission business which has formerly been carried on by Pease Bros., grain dealers.

Chairman Healey of the Senate Judiciary Committee says the Landlord and Tenant bill as passed by the lower house of the State Legislature is unconstitutional. The gentleman is against the bill, without a valid argument, hence proposes to defeat it with the groundless claim that it is unconstitutional. The grain dealers should go to the capital city with pikes, induce Mr. Healey to see the bill as it is, and to forget his tenants.

J. M. Johnston, Kelly, Ia., Feb. 19: The grain business of this place is not what it used to be and a "black eye" is in store for that business in the near future, on account of the road soon to be built from Des Moines to Ft. Dodge, that will cut through the best grain belt in the state. It will cross the main line of the C. & N. W. near Jordan, east of Boone, and will make room for several new firms to enter the business along this road.

The judiciary committee of the upper house of the Iowa state legislature has reported favorably the bill providing for the amendment of the landlord and tenant law, as published in the last number of The Grain Dealers Journal. However, the chairman of the committee, G. W. Clark of Dallas, has announced that he will oppose the bill on the floor. The grain dealers of the vicinity of Dallas should sit up nights with Mr. Clark. He needs enlightenment.

Representative Clarke of Dallas, one of the small minority voting against the grain dealers' amendment to the Iowa landlords' lien law, explained: "I vote no on H. F. 125 because I do not believe it within the power of the legislature to make a man guilty of larceny of his own property even though there may be a lien upon it created by statute." Will Clarke explain how a man can sell what he has no right to sell? The bill will have easy sledding in the senate also if the objections there are equally frivolous.

Charles G. Skinner, manager of J. F. Harris & Co.'s elevator at Burlington, Ia., died suddenly Feb. 8, of congestion of the lungs. He had been in charge of the office at Burlington for the past 14 years and had an extensive acquaintance with grain men in Nebraska, Kansas, Iowa and northern Missouri. His death was unexpected, he having been at his office the day before. He leaves a wife and five children. Ever since boyhood he was connected with the railroad and grain business. His father was for many years agent for the C., B. & Q. at Burlington. Mr. Skinner was 52 years of age.

The Farmers' Exchange Society of Whittemore, Ia., is financially embarrassed thru the payment of too high prices for grain, and the farmers composing the association will have to go down into their pockets to make good the shortage of \$8,000 to \$10,000, which was discovered after the escape of Manager F. L. Thompson, who has pleased the stockholders with rose-colored reports of profits. Mr. Thompson's last statement that

he had 40 cars consigned to Chicago on which he had not received returns, led to investigation. Drafts were made, it is alleged, on cars shipped empty. Regular grain dealers for miles about, who have suffered for years from this illegitimate competition, are not sorry the rottenness of this farmers' company has been exposed. There are others.

KANSAS.

Grain trade news items are always welcome.

Do not fail to attend the annual meeting of the state association in Topeka March 25 and 26.

W. A. Stuckey has sold his grain business at Coffeyville, Kan., and will devote his time to other business.

The St. Marys Mill & Elevator Co. was incorporated at Topeka, Kan., Feb. 14, with a capital of \$5,000.

The annual meeting of the Kansas Grain Dealers Association has been postponed until March 25 and 26.

The Santa Fe Elevator at Argentine, Kan., is being equipped with oat clippers by the Invincible Grain Cleaner Co. of Silver Creek, N. Y.

An 8,000-bushel elevator, containing 2,000 bushels of wheat, and belonging to the Poor Grain Co., at Luray, Kan., was burned Feb. 15. Insurance covered the loss.

Duncan Bros.' new 15,000-bushel capacity elevator at Oklahoma, Kan., will be fitted with cleaners made by the Invincible Grain Cleaner Co., of Silver Creek, N. Y.

Delphos Co-operative Association, Delphos, Kan., writes: Thanks to the little adv. in the grain wanted column of The Grain Dealers Journal we received all we desired.

G. M. Smith, Concordia, Kan., Feb. 17: The wheat crop is in good condition; the plant is all right with plenty of snow. One-third more acreage than the year before. About 20 per cent of the last year's wheat crop is in the hands of the farmers.

Erastus Clemens, formerly manager of the Blaker yards at Parker, Kan., and later manager of the same company at Amsterdam, Mo., has purchased an interest in B. F. Blaker & Co.'s lumber and grain business at La Cygne, Kan. The firm name will remain unchanged.

R. Sykes, the veteran grain and coal dealer of New Murdock, Kan., and senior member of the firm of Sykes & Son, died of pneumonia Feb. 1. Mr. Sykes was 80 years old and has been a resident of New Murdock for 20 years. He was buried in Massachusetts, where he formerly lived.

The Farmers Co-operative Elevator Co., of Sterling, Kan., has purchased a lot of Hall & Robinson of Kansas City for \$300 and will erect an elevator. A committee after examining elevators at Hutchinson, Haven and Buhler, have decided to model the Sterling elevator according to the Haven one. The capital stock of the company is \$4,000.

The Farmers Co-operative Grain Co., of Topeka and anywhere else suckers are numerous, recently sent its Mr. Scenter to Russell to induce the farmers of Russell county to join the association. His passionate appeal for support seems to have had little effect on his hearers, as only a few signed. Of course he wasted much energy in telling of the dishonesty of the regular dealers. "His formula for the redress of the farmers' wrong was for them to build an elevator in each railroad town and ship their wheat to his firm at Kansas City, Kan., where they expect to open an office, and they will sell the grain

and charge one cent a bushel for handling, with the additional charges of inspection and weighing, and with the 100 pounds taken from the weight of the car as legal stealing (the latter is legislative enactment). If a farmer becomes a member of this association or firm, and at any time becomes naughty and sells his wheat to anyone else, he must pay to this association one-half cent a bushel."

It behooves the regular grain dealers of Kansas to stand by the state association. Surely they cannot expect to have their business interests advanced by the Farmers Co-operative Grain Co., yet by not supporting the state association the regular dealers assist this co-operative scheme which is prompted solely by the selfishness of the promoters, who are ever alert to play upon the credulity of Kansas grain growers.

If evidence were lacking to prove the real purpose of the Farmers Co-operative Grain Association of Kansas enough would be found in its refusal to buy elevators of established dealers at a fair price. These workers prefer to have a fight with the railroad companies and the railroad commission in behalf of the farmers whose grain they want. By appearing to fight the growers' battles the schemers can stir up enough agitation to convince some farmers that the world is against them—the only exception being Butler's Co-operative Grain Getting Co., which charges a commission whether it gets the grain or not. It is one grand good scheme for the promoters.

KANSAS LETTER.

O. A. Higgins, Stockton, Kansas, will accompany his daughter East in hopes of recovering her health.

A. Dicus & Son will discontinue their lumber and grain business at Mound Valley, Kan.

Wm. Edwards of Jewell City, Kan., will operate the new elevator now being built at that point.

The Haven Mill & Grain Co. of Haven, Kan., has disposed of its interests at that point to Bushman, Welk & Co.

P. B. Kimpler of Ellinwood, Kan., has taken a partner, Mr. Kausser, the firm name being Ellinwood Mill & Grain Co.

Cassingham & Guldner are the successors of Murray & Wright, Frederick, Kan., instead of Cunningham & Goldman, as stated in this column.

W. A. Stuckey Grain Co., with headquarters at Coffeyville, Kan., has disposed of its interests at Coffeyville and will no longer be engaged in the grain business.

J. F. Buell of St. Marys, Kan., has closed up his grain business and will now do a strictly milling business as manager for the St. Marys Mill & Grain Co.

The case of libel brought by John F. Jones, who is engaged in the grain business at Grinnell, Kan., against G. Harrington, editor of the Gove County Herald, will be continued to March 18.

A. Aitken, who is engaged in the grain business at St. John, Kan., has been confined to his home for some time with a very serious illness, but we are told that he is now convalescent.

S. S. Jones of the firm of Clark & Jones, who are engaged in the grain business at Coats, Kan., has disposed of his interests to Mr. A. R. Clark, who will continue the business as sole manager.

Wm. Astle, of Wm. Astle & Son, Haven, Kan., has been confined to the hospital for nine or ten weeks, having undergone an operation, but is steadily improving and hopes to be out again soon.—A. M. D.

MICHIGAN.

A grain elevator is going up at Deerfield, Mich.

The elevator at New Baltimore, Mich., cleared a profit of 34 per cent on the investment last year.

J. H. Linn has bot the elevator and bean business of O. D. Corwin at Williamston, Mich., and will take possession April 1.

I. M. Smith of Marcellus, Mich., has bot the Ward Elevator, which is one of the oldest in that locality, having been built 30 years ago.

The Botsford Elevator Co., Port Huron, Mich., has made good the loss of \$10,000 sustained by the three local banks thru the loans to the Reynolds Grain Co., on warehouse receipts for which there was no grain in the elevator.

The Michigan crop report, issued Feb. 11 by Fred M. Warner, secretary of state, reports that in many parts of the state the snow drifted, leaving the ground bare. In other sections the fields were thinly covered, thus affording the wheat crop some protection. The temperature was so even that there was scarcely any freezing and thawing, thus making it favorable for wheat not covered with snow. The total number of bushels of wheat reported marketed by farmers in January at the flouring mills is 214,900, and at the elevators 111,785, or a total of 326,685 bushels. The total number of bushels of wheat reported marketed in the six months, August-January, is 2,120,594, which is 229,391 bushels less than reported marketed in the same months last year. At forty-six mills and elevators from which reports have been received, there was no wheat marketed in January. The total amount of wheat shipped by railroads from the various stations, as reported for December, is 274,413 bushels.

MICHIGAN LETTER.

A 30,000 bushel elevator is being erected at Sanilac Center by F. A. Bickle.

M. Kent & Co., of Kalamazoo, will soon put a line of freight cars of their own in commission.

The bean market is stronger, choice hand picked stock is now held at \$1.65 per bushel f. o. b. Grand Rapids.

The carrying capacity of the elevators in the Valley City Milling Co.'s large elevator at Grand Rapids has been increased to 500 bushels per hour.

The giving way of the floor in the Hale Bros.' elevator and grist mill at Lyons, Mich., precipitated about 1,500 bushels of shelled corn into the river below.

The Grand Rapids Cereal Co. has recently been organized with a capital of \$100,000. Chas. T. Dunham is the principal stockholder.

Receipts of cereals at Grand Rapids for the two weeks were 140 cars of wheat, 6 of corn, 7 of oats. Three cars of hay and 8 cars of potatoes came in.

The free movement of all cereals except wheat is quite in evidence; many loads are to be seen waiting their turn at the mills and elevators. The price of corn continues high, price paid farmers being 57 cents.

The car situation is much better this month. For some time it has been almost impossible for grain dealers to secure enough cars in which to move the large bulk of wheat in transit, but owing to the small shipments east, cars are now plentiful on all lines.—W. S. R.

MINNESOTA.

A delegation of leading grain dealers and bankers recently appeared before the Minnesota house to protest against the

passage of the bill taxing grain in elevators.

An elevator at Lawndale, Minn., was destroyed by fire Feb. 10.

Walter Parks, Minneapolis, Minn., Feb. 19: Very little grain moving.

The Consolidated Elevator Co., is rebuilding its dock at Duluth, Minn.

The Spaulding Elevator Co. has completed a new elevator at Melrose, Minn.

The Great Western Elevator Co. will improve its house at Wood Lake, Minn.

St. John Bros. of Heron Lake, Minn., have purchased an elevator of the Peavey Elevator Co.

Readers will confer a favor by sending notices of new firms, new elevators and business changes.

Burgess Jones, grain dealer of Kinbrae, Minn., has mysteriously disappeared from a Chicago hotel.

W. N. Cayott, Wood Lake, Minn., Feb. 12: No wheat moving, farmers holding back for higher price.

T. O. Phelps of Minneapolis, Minn., has sold his interest in the Spencer Grain Co. of Minneapolis for \$47,000.

C. C. Peterson has given up his position as grain buyer to become cashier of the new bank at Chandler, Minn.

H. A. Fuller, Truman, Minn., Feb. 20: The farmers are beginning to buy their seed grain, as they expect an early spring.

W. N. Cayott, Wood Lake, Minn., writes: The Interstate Elevator Co. has enlarged its house from a flat house to an elevator.

Peter Beck & Son, whose elevator at Lake City, Minn., was burned recently, will rebuild. The new building will be of brick or steel.

The Republic Elevator and the Interior Elevator at Minneapolis, Minn., have been made regular under the rules of the Chamber of Commerce.

Thos. Gribbin and H. Harris of Vesta, Minn., will replace their 6-h. p. engine with a 12-h. p. gas engine, and put in a feed mill for grinding.

The proposition to limit the membership of the clearing house of the Minneapolis Chamber of Commerce has been defeated by an overwhelming vote.

The Citizens' Elevator Co. has purchased an elevator at Wood Lake, Minn., of Foster & Houstain, an independent firm. The elevator is some distance from the track and has no railroad site.

Thos. Grubbin, Vesta, Minn., writes: A. L. Foster will retire from the grain business at Vesta, March 1, and will build an elevator at Melroy, Minn., on the Evan-Marshall branch of the C. & N. W. line.

The Hubbard & Palmer Co.'s cleaning house at Lake Crystal, Minn., was burned Feb. 18. The loss is heavy, as the building was filled with grain. The cause of the fire is unknown. The company will rebuild.

The Grain & Lumber Exchange of Winona, Minn., has elected the following officers: President, Chas. Horton; vice-president, R. E. Tearse; secretary, Frank Horton; treasurer, J. R. Marfield; directors, Charles Horton, J. R. Marfield, R. E. Tearse.

The Brooks-Griffiths Co.'s elevator at Minneapolis, Minn., and an old structure located near it, together with their contents, were destroyed by fire, Feb. 12. The elevators were used for cleaning wheat and making feed and were filled with bran, shorts and flour, valued at \$20,000. They were of wood sheathed with corrugated iron. One was built in 1804, the other in 1897. Loss is estimated at \$50,000, with insurance amounting to \$58,000; \$23,000 on the buildings, and

\$35,000 on the contents. The company contemplates rebuilding a fireproof elevator of 200,000 bushels capacity.

The Ward & Cadwell Co., of Fairmont, Minn., has purchased the Frank Peterson Elevator, at Wilmot, Minn., and will take possession about Mar. 1. The company operates a number of houses on the St. Paul, the Omaha, and the Cedar Rapids & Northern roads. Secretary George Wohlthier will engage a grain buyer to run the elevator just bot.

A. Overstad, grain dealer of Hancock, Minn., complained to the railway and warehouse commission at St. Paul that wheat, which he had shipped to Minneapolis and Duluth, was short about 1,000 bushels. He was told to weigh a carload and ship it in. Upon this the terminal elevator receipt showed that twenty-seven bushels less were received than had been shipped. Investigation showed that Overstad's scales were too liberal. In the course of a year's business he had paid farmers for 1,000 bushels more than he had received.

MISSOURI.

Geo. P. Averill's elevator at Carrollton, Mo., was destroyed by fire, Jan. 31. Loss, \$1,500; insurance, \$300.

The C. A. Dayton Grain Co. of St. Joseph, Mo., has increased its capital stock from \$10,000 to \$20,000.

The directors of the St. Louis Merchants Exchange have reappointed H. S. Murray as supervisor of weights.

The Kansas City Board of Trade has voted to subscribe \$1,500 to maintain the Kansas City Transportation Bureau.

The J. H. Krake Grain Co. has been incorporated at St. Louis, Mo. Capital, \$10,000; incorporators, John H. Krake, Victor Albrecht and Marcus Bernheimer.

M. Peck of Springfield, Mo., writes that the Brinson-Judd Grain Co. of St. Louis has purchased ground at Springfield and intends to build a transfer and cleaning elevator this spring.

All grain loaded out of elevators at Kansas City, Mo., must be weighed or checked by the Board of Trade Weight Bureau, under a new rule made by the directors, naming a fee of 25 cents, of which the buyer is to pay 10 cents.

NEBRASKA.

Wells & Nieman have bot the elevator at Edholm, Neb. F. Faulkner is in charge.

M. J. Holland & Co. will rebuild at Bellwood, Neb. They lost their house Feb. 1, by fire.

J. M. Davey, Rockford, Neb., Feb. 20: Wheat in this locality is in good condition a larger acreage than last year.

The Omaha Elevator Co.'s elevator at Cozad, Neb., containing 7,000 bushels of grain, was burned Feb. 10. Loss, \$8,000; insured.

The Nebraska Elevator Co. will probably build a new elevator at Rockford, Neb., as it contemplates tearing down the old one.

The Updike Grain Co., of Norfolk, Neb., has just completed the office, scales and repairs to the elevator recently purchased of C. W. Braasch.

The Carroll Grain Co. of Carroll, Neb., newly incorporated, expects to commence work on a new elevator, to be larger than either of the two now there.

The Wells-Hord Grain Co. of Central City, Neb., has purchased W. H. Stipp's grain business at State Center, Ia. The purchase includes the elevator and adjoining grounds, together with the cribs and lands near the Iowa Central tracks, the consideration being \$11,000 cash. The new firm will take possession May 10. W. H. Stipp, who is well known as a grain

dealer in that vicinity, will still retain his business at St. Anthony and contemplates purchasing one or two more elevators on the Iowa Central.

A. L. Herring, agent Central Granaries Co., Liberty, Neb., Feb. 14: The outlook for a good crop of wheat is good, with plenty of snow on the ground.

J. T. Evans has purchased the elevator at Alvo, Neb. He now has control of six elevators, one at each station between Lincoln and Omaha on the Rock Island.

Joe Ellis of Beatrice, Neb., will take charge of the Nebraska Elevator Co.'s plant at Rockford, Neb. The former agent, J. M. Davey, will be in charge at Oketo, Kan.

The Wells-Hord Grain Co. of Central City, Neb., will take possession Mar. 1, of the elevator, grain and lumber business formerly owned by Hennings & Hagge at Beaver, Ia.

W. J. Blair, Linwood, Neb., manager for the Trans-Mississippi Grain Co., at that place, writes: The Trans-Mississippi Grain Co. expects to put in a gas engine at Linwood or otherwise improve its plant.

The large elevator at Dodge, Neb., owned and operated by the Nye & Schneider Co. and containing about 2,500 bushels of grain, was entirely destroyed by fire Feb. 7. The loss of \$5,000 was covered by insurance. The elevator will be rebuilt.

The Blue Springs Farmers' Elevator Co. has been incorporated at Blue Springs, Neb., with a capital stock of \$10,000. Incorporators: S. A. Smith, J. C. Miller, C. Dawson, G. C. Harris, J. D. Shock, E. E. Chamberlain, W. H. Beck and George F. Harpster.

Fire started in the engine room of the Nye & Schneider elevator at Nickerson, Neb., Feb. 7, and threatened to destroy the entire building, but prompt and efficient work on the part of the bucket brigade prevented this. Considerable damage was done to engine and building.

J. B. Schlangen, Lanham, Neb., agent Duff Grain Co., Feb. 15: The wheat in the surrounding country is about 50 per cent greater than in 1901, and in good condition at present. With natural rain in the spring it will be one of the largest wheat crops ever known in this section.

An elevator at Bruno, Neb., belonging to the Nye & Schneider Co., of Fremont, Neb., containing several thousand bushels of grain, mostly corn, was destroyed by fire Feb. 10. Only a little charred grain was left, but the loss of \$6,000 was fully covered by insurance. The company's lumber yards at Bruno were unharmed. The elevator will be immediately rebuilt.

The Jones Grain Co. of Nebraska City, Neb., lost its elevator at Julian, Neb., Feb. 11, by fire. A tramp sleeping in a box car near the elevator kindled a fire in the car, which took fire. The flames spread to the elevator, which, together with considerable grain it contained, was totally destroyed. The loss of \$2,000 is partially covered by insurance. The tramp escaped but was afterward arrested.

The worm which is damaging the winter wheat in various parts of Nebraska is described by Professor Lawrence Bruner of the state university as a caterpillar somewhat closely related to the fall army worm. The worms are so nearly grown now that very shortly after warm weather they will become fully so and go into the ground before doing much damage to the small grain. No cultivation method can be adopted that will be of much use in destroying them, unless soon after the ground thaws in the spring the fields are rolled to crush the pest.

NEBRASKA LETTER.

Wm. Krotter & Co. of Stuart have recently joined the Nebraska Grain Dealers Association.

Kyd & Co., with headquarters at Beatrice, have recently erected a very commodious office building.

The Nebraska Grain Dealers Association annual meeting will be held about the middle of April, date not yet selected, at Omaha.

E. C. Jones of the Jones Grain Co. of Nebraska City has bot the Greenleaf-Baker Elevator at Talmage, and will hereafter operate it.

The Duff Grain Co.'s elevators at Memphis and Ithaca have recently undergone quite extensive repairs, and at the latter point the company has installed a gasoline engine.

A. T. Campbell, who formerly operated an elevator at Hildreth, Neb., died Feb. 15 in Shawnee City, Okla. Mr. Campbell had only shortly before arrived in Shawnee City expecting to make it his future home. He leaves a wife and six children. He was buried at Syracuse, Neb.

The Railsback Elevator at Greenwood, which has been undergoing repairs for some time past, is nearing completion. The elevator will have been practically built anew. Railsback Bros. have put in a new foundation on a concrete base to shut out rats and dampness.

J. Sterling Morton of the Morton Grain Co. of Nebraska City, and formerly of President Cleveland's cabinet, was recently joined at Kansas City by his son Paul, who is president of the Atchison, Topeka & Santa Fe R. R., whence they journeyed to the City of Mexico. Mr. Morton, senior, is seeking relief from bronchial trouble and may remain in Mexico for some time.

On Wednesday and Thursday of last week the Nebraska Lumber Dealers held their meeting at Lincoln. At this meeting there was quite freely discussed by those in attendance the merging of the lumber association and grain association of this state, based on lines that would be congenial to both organizations. It was believed that with the present secretary of the Nebraska Grain Dealers Association in charge of both, that with the assistance of an active, wide-awake traveling man, both organizations would be benefited. There was some talk of appointing a committee to attend the Nebraska Grain Dealers Association's next annual meeting to propose a plan along these lines and to secure the grain association's consent to it.

Some two weeks ago the financial circles of Butler county were considerably stirred by the arrest of A. H. Gould of the Platte Valley State Bank on the charge of having forged notes in value estimated all the way from \$60,000 to \$250,000. A few days later his brother, Richard Gould, was arrested for complicity in these transactions. These arrests held only passing interest for the grain dealers until the arrest of another brother, Geo. S. Gould, a few days later. Geo. S. formerly operated an elevator at Bellwood, and while it is the belief that he will eventually be able to clear himself of the charge, for the present he stands accused of conspiring with his other two brothers, one of whom, A. H. Gould, was convicted and sentenced to eight years in the state penitentiary.—M. E. F.

NEW ENGLAND.

The new elevator at Portland, Me., is nearly completed.

A gas explosion in the residence of T.

Elmer Gould, grain dealer at Warren, Mass., wrecked the building and fatally injured Mr. Gould and his wife.

NEW YORK.

The New York Produce Exchange has bot 20 of its memberships for cancellation. Laimbeer's elevator at New York, N. Y., is being taken down, reducing the number of elevators in the basin to three.

A fire completely destroyed the elevator and coal sheds owned by Hewitt Bros., at Locke, N. Y., Feb. 12. The loss is about \$2,000, with small insurance.

The Great Eastern Elevator Co. has bot ground owned by the Buffalo Elevating Co., at Buffalo, N. Y., for \$132,500. An addition will be built, thus giving larger facilities to the Great Eastern.

George Sandrock, one of the oldest members of the Buffalo Merchants' Exchange and for the last fourteen years president of the German American Bank, died Feb. 12. The death, though sudden, was not entirely unexpected, as he has had heart trouble for over a year.

BUFFALO LETTER.

Watkins & Anderson report such a demand for low-grade wheat for export of late that practically all of it has been closed out.

A. J. Demary, long known as manager of a grain brokerage office in Buffalo and Lockport, was married here on the 18th, the bride being Miss Louise Henshaw of Buffalo. A trip to Europe is contemplated.

Chief Grain Inspector Shanahan is away on a short vacation. He first attended the grain inspectors' convention at Philadelphia and then took a short trip south. He writes that the meeting was a great success.

Some of the millers report receipts of considerable state winter wheat since the price went up last, but dealers are much hampered by the scarcity of western supplies, often getting only two or three cars a day from that direction.

There is a rapid outflow of grain from the elevators in spite of the bad weather. Something like 300,000 bushels go out every week. Although there is still 2,700,000 bushels of spring wheat here, it will not last till spring at this rate, so that the limit price is constantly stiffening in view of a possible corner before the lakes open.

The work of the car grain inspectors is very great these days on account of the snow, so that the men are fairly reconciled to the decline of business this month, all apparently on account of the weather. Some days the total inspection out of elevator as well as on cars has been less than 100 cars.

The Langner Milling Company (corn) has elected the following officers: President, Frank N. Kinnius; vice president, C. P. Henn; secretary, treasurer and manager, C. Louis Fritz. This is a new board in consequence of the selling of his interest by the former president, C. Lee Abell.

The bulking of the grain in the Churchill (iron) elevator adds another to the list of regular receptacles in that trade. Samples from it now appear regularly on 'Change. Never before has grain of any sort been bulked here and all track elevators, like the above, were mere car transfers. The change seems to be of advantage to all concerned.

The grain association has been trying to solve the question, so puzzling to all organized bodies, of commanding the attendance of its members and has at last agreed on a fine of \$1 for unexcused absence. Not a few of the members de-

murred at this, but the apparent severity of the rule has been much softened by an agreement to notify the members of every meeting by card, so that an excuse could be made to the president in case attendance was not convenient. In case of being detained at the last moment the clerk may attend.

The grain men on 'Change celebrated Washington's birthday by giving a dinner at the Iroquois hotel. There was nothing at all formal in the affair and the event was in every way worthy of repetition or imitation. The managing committee consisted of C. Lee Abell, J. H. Rodenbaugh and H. J. Smith, who did their work well. There appears to have been but one difficulty to meet in the undertaking and that was the natural inference that it was a Merchants' Exchange banquet, especially as that body, to which all the grain men belong, of course, has a dinner in prospect.

Such a time as the grain trade has been having with the storms. It began to snow about the middle of December and it has been below freezing practically every night since that time, though never below zero. Then the snowfall became heavy and now the great storm farther east has been added. All freight moved with extreme slowness, if at all. Buyers wait for their consignment and then ask for a tracer, only to find that the car is still at East Buffalo. The New York Central alone has several thousand cars here, some of which already have waited a long time for moving. —J. C.

NORTHWEST.

Farmers will erect an elevator and mill at Kalispell, Mont.

A farmers' elevator will doubtless be built at Portland, N. D.

Spratt Bros. have sold their elevator and store at Putney, S. D.

Climie & Wilson will build a grain elevator at Lovell near Cooperstown, N. D.

W. E. Hendricks has sold his elevator at Bushnell, S. D. He gives possession May 1.

E. G. Aaker is the chief promoter of the new farmers' elevator to be built at Fargo, N. D.

Joe Daniels, wheat buyer for the Empire Elevator Co., at Britton, S. D., was married recently.

The Canton Grain Co. has bot the elevator at Worthing, S. D. This is one of the oldest houses in Worthing.

J. F. McLaughlin, grain buyer for the Sioux Grain Co., at Jefferson, S. D., for the last five months, has removed to Iretton, Ia.

John Phelps and D. A. McGillivray, of Madison, S. D., have let a contract for the construction of a grain elevator at Hartford, S. D.

J. F. Geeslin, agent of the Farmers Elevator Co., at James, S. D., who ran away with \$3,000 a year and a half ago, has been caught.

Charles W. Bremer has bought the elevators at Clear Lake and Palmer, S. D., of his father, D. W. Bremer, who has long been in the grain business at both places.

The Portland Farmers Elevator Co. has been incorporated at Mayville, N. D. Officers: President, T. A. Koppang; secretary, L. C. Goperud, and treasurer, A. C. Anderson. They contemplate building a 50,000-bushel elevator.

The establishment of small lumber yards at country points by a few of the northwestern line companies is viewed with disapproval by the lumber companies already operating at those stations, where the business will not support two con-

cerns, but where the grain buyer can handle the lumber as a side line.

The Reynolds Farmers' Elevator Co. has been incorporated at Reynolds, N. D., with a capital stock of \$6,250. Incorporators: John Von Ruden, N. J. Brathovde and other farmers.

Walter Parks of Minneapolis, Minn., has bot an elevator of the Brooks-Griffiths Co., at Tulare, S. D., and expects to put in a roller feed mill and run it in connection with his grain business.

A fire, the origin of which is not known, destroyed the Minneapolis & Northern Elevator at Harwood, N. D., Feb. 16. The building, valued at \$7,000, contained between 8,000 and 10,000 bushels of grain, making the total loss about \$15,000.

OHIO.

Send us the grain trade news of your neighborhood for publication in this column.

A. Felty, track buyer at Columbus, O., has removed to new offices in the M. & M. Bank building.

It is hoped to reorganize the Central Ohio Grain Dealers Association and the Southern Ohio Grain Dealers Association.

With the Northwest Ohio, the Fremont, the Middle Ohio, the Western Ohio, together with the State Association, the state is well covered.

J. J. Daniels, formerly connected with the American Linseed Co., will build a factory at Cleveland, O., for the manufacture of linseed oil.

It is very probable that John D. Owens of Owens, O., will enlarge and place new machinery in his elevator some time during the coming season.

Henry Bedinghaus, employed in the malt elevator of P. Andrews at Cincinnati, O., was suffocated recently in a bin which he had climbed down into to clean out.

J. B. Outram has improved his elevator at Lippincott, O., by putting in a new 25-horse power boiler, a new brick boiler house, a new No. 4 Invincible Cleaner and an automatic car loader.

D. R. Risser, Vaughnsville, O.: Inclosed find \$2, for which send me the Grain Dealers' Journal for two years. I am very well pleased with the paper and would not be without it for twice its cost.

J. B. Outram, Lippincott, O.: Would say business is dull here this winter, as the corn crop was very short; have not shipped a car of corn this winter; sold what I got to feeders in my vicinity. Last year I shipped about 100 cars.

The Ohio Grain Dealers Mutual Fire Insurance Association is getting along nicely. With the \$100,000 initial amount issued Jan. 15, and what has been secured since on expirations the new company is making a very respectable showing. A little is being added each day.

The Davis Mill Co., a Maine corporation, has been incorporated at Shelby, O., with an authorized capital stock of \$125,000, to deal in grain and do an elevator and general milling business in Ohio. All the property of the company is owned and used in Ohio. Mack H. Davis is president of the company.

The Middle Ohio Grain Dealers Association has been organized with headquarters at Marion, O., to cover the territory within a radius of 25 miles in each direction. The new association held an enthusiastic meeting Feb. 20. The bag-loaning evil will be cut off short May 1. All bags will be sold to farmers, and the balance on hand will be shipped to some central point and disposed of. S. E. DeWolfe and C. B. Jenkins, both of Marion, are

president and secretary of the new organization.

When the solicitor of the Ohio Grain Dealers Mutual Insurance Co. makes a visit give him the glad hand. He is not working for "what there is in it" for his company. There's nothing in it for anyone connected with the company, and its representatives should be shown more courtesy than is accorded to stock company agents. The profits are solely to the policy holder.

With the recent completion of his new 25,000-bushel steam power elevator R. B. Gordin finds his storage capacity at South Solon, O., increased to 35,000 bushels. He also operates a 20,000-bushel house at Irwin, O., formerly owned by D. J. Barnhouse & Co. Mr. Gordin's two sons and nephew look after the grain business, while he devotes most of his time to the shipment of stock and wool.

Wm. Dull & Sons, De Lisle, O., Feb. 21: Farmers are disposed to hold their grain, and therefore movement will be very light. In fact the movement would not be heavy, should all the surplus be marketed, as the grain is not here to sell. Most of the holders of corn do not need any money at present, and will hold their corn until midsummer unless the price suits or until they see the outcome of the new crop.

PACIFIC COAST.

H. M. Hansen has succeeded Hansen & Lyse at Wilbur, Wash.

Rumor has it that a starch factory using wheat as the raw material is to be erected at Tacoma, Wash.

Galbraith, Bacon & Co., dealers in grain and hay at Seattle, Wash., contemplate making a few minor improvements in their plant.

C. A. Peplow and W. B. Hammond are promoting the erection of a flour mill at Seattle, Wash., to have a capacity of 2,000 barrels per day.

The Seattle Cereal Co.'s plant at Seattle, Wash., was damaged by fire recently. Loss, \$20,000, of which \$15,000 was on stock and machinery. Some new machinery will be purchased.

The price of jute grain bags was fixed Feb. 16 at a meeting of the directors of the state prison at San Quentin, Cal., for the ensuing year, at 5.55 cents each. The stock on hand amounts to 1,692,000 bags.

The California Section of the U. S. Crop Bureau reported Feb. 17, that from Fresno northward crop prospects continue excellent. Grain has made rapid growth, and is in excellent condition. The outlook for heavy crops of wheat and barley was probably never better at this date. South of that point there is considerable doubt of even raising a fair crop of grain unless abundant rain comes very soon, and the hay crop is also reported in danger. Green feed is plentiful in the central and northern districts, and stock are in prime condition. Alfalfa is making good growth. Plowing and seeding continue in some sections. Irrigation water is reported scarce in portions of the south.

PENNSYLVANIA.

James S. Robinson, for 20 years financial manager for the grain firm of R. D. Elwood & Co., Pittsburg, Pa., fell on the ice and broke his leg while going to church Feb. 9.

The president of the Philadelphia Commercial Exchange has appointed the following grain committee to serve for the ensuing year: James B. Canby, L. G. Graff, Jr., Charles F. Saunders, E. L.

Rogers, John Barker, George C. Omerly and E. H. Price.

The Retail Feed & Grain Dealers Association has been incorporated at Philadelphia, Pa., to protect its members.

Cigars for the members of the Pittsburg Grain Exchange were bot recently by John R. Johnston of Henderson, Johnston & Co., who had an addition to his family.

H. T. Bailey of East Washington and David H. Swart of Amwell township, purchased the two elevators and a builders' supply store at Washington, Pa., all of which formerly belonged to Charles H. Spriggs. Mr. Swart has been in the grain business before. The new firm name is Swart & Bailey.

SOUTHEAST.

B. F. Bradford, Glasgow, Ky., wants specifications for an elevator of 5,000 bushels capacity.

Edward Moon & Co., grain dealers at Memphis, Tenn., have filed a petition in bankruptcy. Liabilities, \$60,000; assets considerably less.

L. W. Powers of Norfolk, Va., writes that the Richmond Flour & Feed Co. is fitting up a flour and grist mill at Richmond, Va., and that J. B. Blackburn & Co. contemplate putting up a grist mill at Norfolk, Va.

J. W. Cassidy, special agent for the Export Storage Co., of Cincinnati, O., visited Memphis, Tenn., recently to note the advantages of that city as a grain market. His impressions were favorable and will probably lead to the construction of another grain elevator at Memphis.

Changes in the grain committees of the Baltimore Chamber of Commerce include the appointment of James J. Corner and E. A. Boyd on the wheat committee, vice Charles England and G. S. Jackson, elected to the board; James A. Loane to the hay and straw committee, vice Daniel Rider, elected to the board, and Frederick Megenhardt to the buckwheat committee, vice Adolphe Seel, resigned.

The grist mill and elevator belonging to the International Cotton Seed Oil Mill at Selma, Ala., were destroyed by fire Feb. 13. The elevator contained about 35,000 bushels of corn, valued at \$30,000, and between \$5,000 and \$10,000 worth of cotton seed and cotton seed meal. The machinery and building were valued at \$20,000. According to President Lamar of the International Cottonseed Oil Co., the loss is \$55,000 and the insurance \$29,000.

Thos. H. Botts & Co., grain commission merchants of Baltimore, Md., write Feb. 21: Extreme dullness has been the prevailing feature in this market for the past two weeks. There has been practically no new business worked from this port during that period. While there is a good demand for No. 2 red winter wheat, there is very little to be had, not enough to make business. Corn is steady, oats in fair demand, rye dull. Exports from this port for the past week have been: Flour 37,066 barrels, wheat 40,000 bushels, corn 9,196 bushels.

The Memphis Merchants Exchange has just appointed the following new committees for the ensuing year: Grain inspection, H. H. Maury, chairman; Howell Turner, W. F. Yates, T. L. Davis, C. N. Wisner. Hay inspection: V. L. Rogers, chairman; John Wade, Walter Webb, E. C. Buchanan, R. S. Taylor. Grain: E. C. Buchanan, chairman; H. C. Bradford, J. S. Denyven, Geo. S. Scruggs, H. E. Bridges. Appeals: Edw. Moon, chairman; W. H. Moore, D. W. Fly, J. N. Falls, A. S. Caldwell. Arbitration: W. E. McGehee, chairman; S. B. Anderson, M. Gavin, P. P. VanVleet, E. Lowenstein.

SOUTHWEST.

E. P. Clark, Hennessey, Okla., Feb. 18: We are needing rain badly.

D. A. Bittner, wholesale dealer in grain and groceries at Albuquerque, N. Mex., has purchased an elegant residence.

Traffic managers of southern lines held their semi-annual meeting recently at New Orleans, La., to consider changes in the grain rates.

Catlin & Carey, Shawnee, Okla., will soon purchase machinery for a 6,000-bushel elevator, to be erected in connection with their mill.

E. J. Spratlin, De Witt, Ark., Feb. 12: Farmers are beginning to turn land for spring oats; the winter oats are short one-half on account of the severe winter south; winter wheat is in good shape as can be seen now since the sleet has melted off.

G. E. Ady & Co., Denver, Col., Feb. 16: The grain trade is very dull owing to the fact that the feeders are buying all the local wheat and we do not get a chance to ship it out. This also prevents our shipping corn. We are selling large quantities of alfalfa to the southern states.

E. A. Whittington, Durant, I. T., Feb. 15: I have sold four-fifths of all the grain to be sowed here; we will not do much this season with wheat and oats, owing to the high price, green bugs, the general unsettled condition of land holdings and the new condition under the Curtis law.

H. W. Parkhurst, engineer of bridges and buildings for the Illinois Central Railroad, states that the Southport Elevators at New Orleans, La., are being torn down and part of the material contained in them will be used in the construction of the drying plant above the new elevator. The old drying plant at Poydras station will be abandoned by the road and leased to private parties. We are moving this drying plant for the purpose of concentrating matters as much as possible and saving time and cost in switching and in general to facilitate handling.

TEXAS.

J. H. Cobb has just engaged in the grain business at Gonzales, Tex.

Berry W. Camp is president of a new rice milling company at Houston, Tex.

Galveston citizens are subscribing to an issue of bonds for the construction of a breakwater to protect the city from the sea.

Fire destroyed the hay, grain and seed store of C. J. Martin of Austin, Tex., Feb. 2. Damage to stock, \$5,000; insurance, \$3,000.

The executive committee of the Southern Pacific Co. is said to have ordered the handling of all thru business via Galveston, Tex., which port is to be made the headquarters for both the railway and steamship traffic.

The Bayou City Rice Mills Co. of Houston, Tex., has been incorporated with a capital stock of \$100,000, to erect a mill for milling and cleaning rice and grinding corn. Incorporators: B. W. Camp, B. L. Vineyard, David Rice, H. C. Johnson and W. C. Bilmore, all of Houston.

The J. Rosenbaum Grain Co. of Fort Worth, Tex., states that a large quantity of corn is held at many points thruout Texas on account of the refusal of buyers to accept, for various reasons. At Texarkana 100 cars are said to be standing on track, and much is in bad condition. The corn will be sold for the account of some one, and is a depressing factor.

The Emerson Cotton Gin & Grain Co.

has been organized at McKinney, Tex., and has bot land at Emerson on the St. Louis & San Francisco R. R., where it will erect a large gin plant and warehouses, to handle grain and cotton. The members of the firm are: Fount P. Schrader of McKinney, W. O. Hill of Bates and J. H. Hill and J. H. Higginbotham of Erudia.

WISCONSIN.

Memberships in the Milwaukee Chamber of Commerce are selling at \$850.

The directors of the Milwaukee Chamber of Commerce have fixed the initiation fee at \$5,000.

Readers will confer a favor by sending notices of new firms, new elevators and business changes.

Ernst Hoeft of Tigerton, Wis., who has purchased the grain business of B. L. Delamater at that place, will build an elevator.

The Borchert Malting Co. has been incorporated at Wauwatosa, Wis. Capital stock, \$250,000; incorporators, Ernsy and Hans Borchert and Josef Mueller.

Carl H. Bauman, who is interested in a bucket-shop at Milwaukee, Wis., has sold his membership in the Chamber of Commerce, rather than risk expulsion under the new ruling.

Applications by Chicago firms to install telephones direct from trading floor of the Milwaukee Chamber of Commerce to their Chicago offices have been denied by the directors of the chamber.

The new elevator of the Pabst Brewing Co., Milwaukee, Wis., which has been in the course of erection for some months, to take the place of the one burned last fall, is now ready for use. The capacity is 120,000 bushels.

The directors of the Milwaukee Chamber of Commerce recently decided that the following weights should constitute a carload: Feed in sacks, 30,000 pounds; feed in bulk, 30,000 pounds; grain screenings, 40,000 pounds, and red dog flour, 30,000 pounds.

The Milwaukee Chamber of Commerce will put in a quotation board along the entire length of the trading floor. New desks will be built around the posts in the central part of the floor, the tables being removed to give more room. Members will install a number of additional private telephones.

Erhard Schwedler, grain commission merchant of West Superior, Wis., is charged by James Boyle, a North Dakota farmer, with having embezzled \$1,200, the value of a car of flaxseed, for which no returns were made, it is alleged. If the farmer had sold his grain to the dealer in his home town he would not be paying out good money to lawyers in a distant city to get his dues.

The Milwaukee Chamber of Commerce will divorce itself from the bucket-shops. A rule requiring members to conduct their business legitimately is proposed by the directors. Two of the prominent members of the chamber who have been conducting bucket-shops have promised to turn over a new leaf, and the directors have postponed action until the two concerns can close up the bucket-shop branches of their business. Robert Eliot of Milwaukee, Wis., says of the new rule: "Members of the chamber who are engaged in bucket-shopping must now do one of two things. They either must get out of that business or give up their membership in the chamber. The amendment will undoubtedly command the support of an overwhelming majority of the members and is certain to

be adopted. The proposed action is certainly for the good of the chamber and cannot but enhance its standing here and elsewhere."

The proposed amendment to the rules of the Milwaukee Chamber of Commerce provides that any member of the Chamber of Commerce who shall be intrusted or associated in business with, or who shall act as the representative of, or who shall knowingly execute any order or orders for the account of any organization, firm or individual engaged in the business of dealing in differences on the fluctuations in the market price of any commodity—without a bona fide purchase and sale of property with intent for an actual delivery—shall be deemed guilty of unmercantile conduct, which renders him unworthy to be a member of the association; and upon complaint to and conviction thereof by the board of directors, he shall be expelled from membership in the association.

SUITS AND DECISIONS

The Sidell Grain & Elevator Co., Sidell, Ill., has recovered \$170 damages for a mistake made in overpaying John H. Fisher for oats. In figuring the amount the company made the total 1,000 bushels too much.

The unfortunate Botsford Elevator Co. of Port Huron, Mich., is defendant in a suit for \$10,000 damages brot by McLane, Swift & Co., well-known grain dealers of Battle Creek, Mich., who had 17,000 bushels of grain stored in the burned elevator.

The levy by the Iowa Central Railway upon 16 cars of grain is contested by the assignees of the St. Paul & Kansas City Grain Co. When the grain was seized the property was sold by agreement, and Judge Caswell at Marshalltown, Ia., will decide who is entitled to the proceeds.

Albert Wolf has brot suit against the Des Moines Elevator Co., Des Moines, Ia., for damages on account of his team running away. In the smash-up his leg was broken and had to be amputated. It is alleged the horses were frightened by the noise of the gasoline engine operating the machinery at the elevator.

Geo. H. Phillips of Chicago has brot suit against T. S. Cathcart, grain dealer of Des Moines, Ia., to recover \$355, on account of loss sustained by closing a long deal in May rye. Cathcart bot 10,000 bushels at 67½ cents with \$200 margin. Phillips has brot suit against another Des Moines man, Frank Randolph, to recover \$640.

Commission merchants are interested in a recent decision of the court of appeals at Kansas City, Mo., that commission dealers cannot be required to pay for stolen cattle they may have sold, where the name of the seller has been given to the buyer. The disclosure of the names of principals relieves the commission merchant of responsibility.

A judge at Kankakee, Ill., has recently rendered a decision involving a contract to sell corn to a scoop-shovel grain shipper. Samuel Roush of Momence made a written contract with a farmer for the sale of 4,000 bushels of corn. The market advanced and the farmer sold the grain to the Churchill-White Grain Co. Roush sued the farmer for damages, but the farmer proved that Roush was irresponsible and the case was dismissed.

The mysterious disappearance of 3,000 bushels of corn from the Columbia Elevator at East St. Louis, Ill., is worrying John Kickham, sheriff of St. Clair County. He may have to pay for the corn. A lot of

9,000 bushels was shipped by Benjamin F. Hargis of Kansas City to go to Atlanta, Ga., via East St. Louis, and thru the elevator, which was operated by the Woodson-Young Grain Co. While the corn was in the elevator it was seized, together with all the other grain in the elevator, by Sheriff Kickham on writs of attachment in favor of creditors of the grain company, which afterward was placed in involuntary bankruptcy by proceedings in the United States District Court at St. Louis. Mr. Wood was appointed trustee in bankruptcy, to whom Sheriff Kickham turned over the elevator and its contents. Six months later the trustee turned over to Sheriff Kickham 6,000 bushels of corn for Mr. Hargis. Hargis claims that the other 3,000 bushels of corn had been shipped out of the elevator before he attached the contents.

Where seed is purchased on a warranty that it is of a certain kind and quality and such seed proves to be of an inferior kind and quality, and is planted without the knowledge of its inferior quality, the value of a crop such as should have been produced by the seed if it had conformed to the warranty, deducting the expense of raising the crop and the value of the one in fact raised, is a proper measure of damage for the breach of such warranty. Where seed is purchased on a warranty as to its kind and quality, and the purchaser of such seed discovers that it is of an inferior quality to that warranted, he may retain the seed, and recover damages the difference between the purchase price of the seed as warranted and the market price of the seed which he actually received. *Dunn v. Bushness*, Supreme Court of Nebraska, 88 N. W. 693.

The Supreme Court of North Dakota has decided in favor of John Caldwell in his suit against the Brooks Elevator Co. When employed as agent for the company Caldwell signed an agreement to guarantee grades and weights on all grain bot by him and to submit any differences to arbitration. The company claimed a shortage in grades, but could not furnish any tangible proof, and the arbitrators decided in favor of the agent. Caldwell brot suit in the district court of Grand Forks County to compel the company to abide by the decision of the arbitrators. Defeated, the company appealed. The Supreme Court says: Submission of controversies to arbitrators for decision are favored as a speedy and inexpensive mode of adjusting differences, and every reasonable intentment will be made in favor of awards; that arbitrators appointed in writing to adjust disputes between plaintiff and defendant were duly sworn before entering upon the discharge of their duties, and the fact that a subsequent oath taken by them and reduced to writing was defective is of no consequence. In an action on an award the defendant may interpose defenses of an equitable nature tending to impeach the award, but the correctness of the award upon the merits, when made in good faith, cannot be inquired into in such action. If the arbitrators refused to consider evidence offered, such action, if pleaded and proven, would vitiate the award. 88 N. W. 700.

Ocasionaly it pays to get stubborn and say you'll hang on to a certain article 'till it freezes over, but many times it costs one a lot of money when this is done. One should look at conditions—listen to the arguments of bear as well as bull—just as one should in politics. Very often little losses prevent big ones.—J. F. Zahm & Co.

Shucks.

The bill repealing the war-revenue taxes has unanimously passed the House.

The Quaker Oats Co. has declared a quarterly dividend of 1½ per cent on the preferred stock.

Broom-corn prices advanced \$20 per ton Feb. 24, when leading manufacturers attempted to gather in all the brush in farmers' hands.

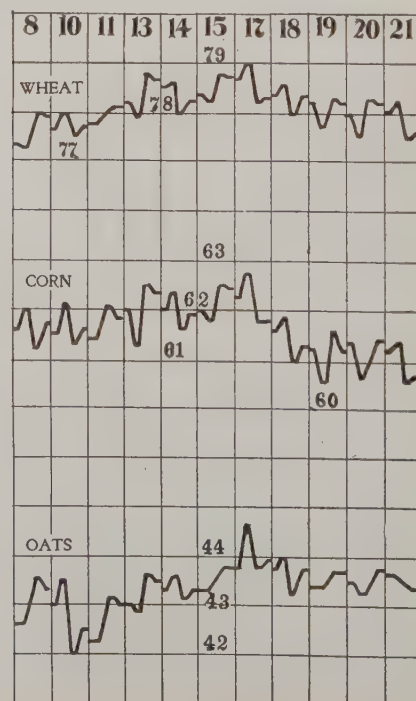
During the seven months ending Aug. 1, 1901, Cuba imported 7,972 bushels of barley, 1,039,838 bushels of corn, 269,855 bushels of oats, 90 bushels of rye and 276 bushels of wheat; compared with 10,945 bushels of barley, 877,599 bushels of corn, 176,851 bushels of oats, 134 bushels of rye and 1,434 bushels of wheat during the corresponding period of 1900.

The American Cereal Co. held its annual meeting at Akron, O., Feb. 12. A quarterly dividend of 3 per cent was declared. The old board of directors was re-elected and chose the same officers. President, H. P. Crowell, Cleveland; vice-president, T. E. Wells, Chicago; secretary and treasurer, Robert Stuart, Chicago; assistant secretary, Robert Gordon, Chicago; general manager, J. H. Andrews, Akron.

Exports of breadstuffs during the seven months prior to Feb. 1, as reported by O. P. Austin, chief of the bureau of statistics, included 109,543,119 bushels of wheat, 20,650,531 bushels of corn, 7,820,371 bushels of oats, 1,178,991 bushels of rye and 7,148,645 bushels of barley; compared with 66,664,846 bushels of wheat, 114,845,218 bushels of corn, 20,926,279 bushels of oats, 970,885 bushels of rye and 5,160,969 bushels of barley during the corresponding period of 1900. The total value of all breadstuffs exported during the seven months was \$141,337,101, against \$151,885,727 during the corresponding period of 1900.

Prices at Chicago.

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago for two weeks prior to Feb. 22, are given on the chart herewith:



GRAIN CARRIERS.

The Mason & Oceana Railroad is to be extended from Walkerville to Hesperia, Mich.

The Fremont, Elkhorn & Missouri Valley Railroad will build a line from Verdigre, Neb., into South Dakota.

Grading was begun recently by the Missouri, Kansas & Texas Railroad on its 200-mile extension from Coffeyville, Kan. to Guthrie, Okla.

The Fort Smith & Western Railroad

discrimination by the railroads in favor of other ports and against New York City.

The Texas State Railroad Commission has directed the attorney-general to begin suit against the Atchison, Topeka & Santa Fe for the extortion practiced on shippers in charging 25 cents per 100 pounds on corn between Texarkana and Goldthwaite instead of the 12½ cents authorized by the Commission.

S. H. Blair, agent at Viola, Minn., for G. W. Van Dusen & Co., writes: Several new branches and extensions will

grain from Buffalo to New York for three or four years past have been down to 2 cents on corn—about 2¾ cents per bushel. About two or three years ago some of the railroads at Buffalo organized up there what is called the Buffalo grain pool and the testimony before this commission showed that the pool absolutely eliminates competition on ex-lake grain from Buffalo to New York, and the effect of this was to advance the rate on corn from half a cent to a cent a bushel, which amounts to over \$1,500,000 per year. Now, the rate was that



Daily Scene Along the Levee at Memphis, Tenn.

Co. has been incorporated to build from Guthrie, Okla., to Fort Smith, Ark., a distance of 350 miles.

The steamer Sultana, which was launched at West Superior, will be placed in the grain carrying trade by its owners, a Duluth company.

The Missouri Pacific extension from McPherson to Marquette, Kan., is to be built the coming summer, as well as a line from Salina to Yuma.

The Great Lakes & St. Lawrence Transportation Co. has been formed by A. B. Wolvin to operate a line of steamers in the grain trade with Quebec as the ocean port.

Pacific coast grain freights have declined so much that the losses to shipowners whose charters have been canceled, on account of failure of the vessels to arrive within the time limit, are very heavy.

The Montreal, Ottawa & Georgian Bay Canal Co., of Ottawa, Ont., is distributing a combined calendar and map of the proposed canal, which would save nearly 400 miles and three days in time over any other route.

The New York Produce Exchange has prepared a bill granting the New York State Railroad Commissioners additional powers, with a view to prohibiting

be built in Minnesota this spring: The Great Western from Rochester west to Zumbrota, thence to Randolph to connect with the cross line from Cannon Falls west; the Northwestern and the Milwaukee also will extend their branches.

Changes in the rates of charge for railway and transportation services is the subject of an 86-page pamphlet issued by the division of statistics of the Department of Agriculture, and prepared by H. T. Newcomb and Edward G. Ward, Jr. The many tables show the growth of traffic in the United States and steady reduction in rates in almost every year since 1846.

The formal complaint lodged with the Interstate Commerce Commission by the Kansas City Board of Trade names the following large elevator companies as the recipients of undue favors from the railroads: Hall & Robinson, Greenleaf-Baker Grain Co., Denton Bros., Richardson & Co., and the Midland Elevator Co. It is charged that concessions are granted the favored elevators which make it impossible for other shippers to compete. Four western railroad companies are complained of.

Mr. Prouty, of the Interstate Commerce Commission, says: The rates on

much less with competition than it was without competition.

Grain Receipts.

For the week ending Feb. 22, the receipts of wheat, corn and oats at nine primary markets, and at the leading seaports, were:

WESTERN POINTS.	Wheat, bu.	Corn, bu.	Oats, bu.
Chicago.....	388,600	363,015	731,550
Milwaukee.....	120,800	47,500	127,500
Minneapolis...	1,311,830	96,020	64,940
Duluth.....	396,164	.....	4, 03
St. Louis.....	110,000	194,000	282,400
Toledo.....	27,733	80,580	24,200
Detroit.....	12,203	20,154	41,000
Kansas City...	118,600	418,400	.....
Peoria.....	13,600	271,600	121,000
Total.....	2,489,550	1,491,269	1,377,193
Last week.....	2,329,551	1,469,154	1,318,588
Last year.....	2,525,320	4,589,248	3,350,190
SEABOARD.			
New York.....	241,300	61,400	168,000
Boston.....	88,525	13,099	34,730
Philadelphia...	85,098	61,377	23,852
Baltimore.....	112,145	85,949	23,152
New Orleans...	93,000	71,000	.....
Galveston.....	.....	.....	.....
Total.....	620,068	292,825	249,734
Last week.....	358,591	300,599	398,512
Last year.....	884,118	2,420,924	536,114

Purpose and Object of Association.

Secretary Geo. A. Wells of the Iowa Grain Dealers Association in the first of its quarterly bulletins gives the purpose and object of the association. The twenty other grain trade organizations of the country are striving to attain about the same ends, but it has not been so clearly stated in each case, hence members of some of the associations are still exasperating their overworked secretaries with that old question: What are the objects? What will we gain by going in?

Of course such questions are not asked by regular readers of either of the grain trade papers, or at least we hope not, but the trade has some members who seem to have an aversion for

tion of improved methods at terminal markets.

Being affiliated with the Grain Dealers National Association, whose secretary is Geo. A. Stibbens, 77½ Traders Building, Chicago, we are working continually along these lines. Improved weighing facilities at St. Louis is a direct result of this work.

Fifth: Uniform freight rates with no discrimination.

Tariff rates are well maintained in Iowa, but we stand ready to use our influence to correct any abuses of this character.

Sixth: Protection against unjust and unreasoning legislation.

We are using every effort possible to have the present landlords' lien law

Peanuts.

There are reports of a wonderful new kind of peanut, called the "Japanese White Mammoth," grown in Matagorda county, Texas. It is of giant size, and is said to yield eighty-seven barrels to the acre.

One reason for being interested in this news is the fact that the peanut crop of the old-time peanut-growing region of the south has been diminishing alarmingly of late years, large areas that formerly produced from fifty to one hundred bushels an acre now yielding not more than twenty bushels. The cause of the trouble is careless farming—neglect to fertilize the soil, and lack of rota-



Madison Street, Memphis, Looking West.



One of Three Railway Centers in Memphis.

reading matter which will help their business.

The objects of the Iowa Association, which can well be echoed by each of the other state associations, are as follows:

First: Protection of regular established Grain Dealers against Scoopers.

We have secured the friendly co-operation of bidders and receivers and as a rule they adopt the policy of confining their business to those shippers who operate proper facilities located upon the track, keeping an open market at all times.

Second: Uniform methods of buying, handling and shipping of grain at local points.

We use every influence possible to encourage dealers to work in a uniform manner, as to storage, written contracts, dockage, etc., and discourage irregular methods, such as free storage, giving the raise of the market, etc. The local meetings of grain dealers give an opportunity for discussion of uniform methods.

Third: Equitable adjustment of differences as between shippers and receivers and also as between shippers themselves.

This association has adopted rules for arbitration according to the laws of Iowa and appointed a regular committee. Appeal may be taken to the Arbitration Committee of the Grain Dealers' National Association with whom we are affiliated.

Fourth: Correction of abuses and adop-

amended during the present session of the legislature so as to give some protection to the grain dealer, and with the National Association are working to influence congress to tax the bucket shops out of existence.

Seventh: Dissemination among members of general information on different matters pertaining to the grain trade.

We issue regular quarterly bulletins and other special letters giving such information as may be beneficial to members. We expect to make this an important feature of association work.

Corn oil exports for the year 1901 amounted to 5,267,071 gallons, compared with 4,576,637 gallons for the year 1900.

Broom corn valued at \$266,108 was exported during 1901, as reported by O. P. Austin, chief of the bureau of statistics; compared with \$219,862 during 1900.

Buckwheat amounting to 667,747 bushels was exported during 1901, as reported by O. P. Austin, chief of the bureau of statistics; compared with 447,328 bushels during 1900.

Grain Dealer—I notice you are advertising your great anti-scratch breakfast food as Cereal Buckwheat. You are wrong.

Miller—Yes. What of it?

Grain Dealer—Well, buckwheat is not a cereal; it is a legume.

Miller—I know it, but my Cereal Buckwheat is not made of buckwheat. That is one on you. You must think I would denounce grain dealers for scouring, mixing and bleaching grain.

tion of crops. Virginia, however, still has an annual output of something like 3,000,000 bushels; Tennessee and North Carolina come next.

The finest peanuts in the world come from Virginia, and in that state is the greatest peanut market, at Norfolk, where are a number of large "factories," in which the newly gathered "goobers," as they come in from the rural districts, are winnowed and screened to clean them, and sorted and shipped to jobbers in other cities.

The poorer peanuts are employed for soap; the residue, after pressing, is known as "cake," and brings thirty dollars a ton as cattle fodder; and the shells are utilized as material for paper.

Recent experiments by dietetic experts have shown that one pound of peanut meal contains nearly as much nutriment as three pounds of lean beef. The meal, which is obtained by grinding the "cake," costs four cents a pound in bulk, and the Germans have prepared from it several agreeable articles of diet—such as "peanut grits," and "peanut flour," this latter being ground and bolted like ordinary flour. Palatable crackers have also been made from this crude by-product of the oil mill.—Saturday Evening Post.

Milwaukee's Business Association has commenced work to attract the annual meeting of the Grain Dealers National Association to that bright spot in Wisconsin.

THE SUPPLY TRADE

Chas. H. Scott, agent of the Invinible Grain Cleaner Co., has been granted letters patent on a separator to handle wheat and oats.

The Carl Anderson Co., Chicago, Ill., is sending out a calendar and a circular setting forth the merits of the "Gus" gas and gasoline engines.

J. L. Record, of the Barnett & Record Co., Minneapolis, Minn., has been granted a patent on the type of tile wall employed in the construction of fire-proof grain storage tanks.

The Allis-Chalmers Co., of Chicago, has issued a circular letter to customers denying the press rumors that a consolidation was to be made with the United States Steel Corporation.

The American Growing Grain Co. has been incorporated by Illinois men under the New Jersey law, to manufacture the sprouting apparatus controlled by the patents of John Von der Kammer.

The Reliance Mfg. Co., Indianapolis, Ind., has issued an 8-page circular describing four of its specialties, the Reliance Corn Cleaner, the Reliance Wheat Cleaner, the Reliance Combined Corn Cleaner, and the cast iron elevator boot.

J. D. Sheahan has accepted a position as general agent for the Michigan Millers Mutual Fire Insurance Co., for re-insurance in the United States and sole agent for Cook county. He has opened an office at 319 The Temple, where he will be pleased to see his many friends

Bros; treasurer, Bernard Bros. The company, as the successor of Wm. Bros, is erecting a large manufacturing plant.

The Midland Machinery Co. is the name of a new firm recently formed at Minneapolis, Minn., which will handle all kinds of machinery for the complete

Skillen & Richards Mfg. Co., manufacturers of the Burrell Gas and Gasoline Engines and grain elevator machinery, will improve their facilities, and with that object have leased 35,000 square feet of space in the Fraser & Chalmers building, one of the most advantageously lo-



The Cossett Library, Memphis.



Custom House, Memphis.

of the grain trade. He will give special attention to the placing of elevator insurance.

The Wm. Bros Boiler & Mfg. Co. has been incorporated at Minneapolis, Minn., to build automatic sprinkler tanks, gasoline tanks, boilers, smokestacks, structural and sheet iron work. The capital stock is \$300,000, and the officers are: President, William Bros; vice president, Frederick Bros; Secretary, Jos. M.

equipment of grain elevators and flour mills. It is composed of D. Buck, H. G. Bushnell and A. J. Vanstrum. Mr. Buck has for the past twelve years been with the Link-Belt Supply Co., and Mr. Bushnell was formerly a member of the Younglove & Boggess Co. Both of these gentlemen have a large acquaintance among the grain men of the west, and their many friends in the trade wish them success in their new venture.

cated in the machinery manufacturing district of Chicago.

The Allis-Chalmers Co. has leased 30,000 square feet in the Fraser & Chalmers building at Chicago. This building has been undergoing improvement and is to be one of the best equipped manufacturing plants in the city. New elevators are being installed. Power is to be distributed thru the entire building by electricity, each department having its own motor.

The H. W. Caldwell & Son Company, Chicago, Ill., has recently opened a sales and engineering office in New York City, the address being room 410, 95 Liberty street. This office is in charge of R. T. Pearce, mechanical engineer, and it is the intention of the Caldwell Company to give the eastern trade personal attention through this office. Through extensive acquaintance with the special line of elevating, conveying and power transmitting machinery the company will no doubt be able to render efficient engineering assistance to any one interested in this line of machinery.

In promulgating your advertising announcements, and in praising the good qualities of your wares do not indulge in psychological observations too deep to be comprehended by possible customers. Beware of platitudinous ponderosity. Let your communications possess a clarified conciseness, a compacted comprehensibility, a coalescent consistency, and a concatenant cogency. Eschew all conglomerations of flatulent garrulity, jejune babblement, and asinine affectations. Sedulously avoid all polysyllabic profundity, pompous prolixity, psittaceous vacuity and vaniloquent vapidity. In other words, talk plainly, briefly, naturally, sensibly, purely, and truthfully and your advertising will be more effective.

Enlarged Plant of the H. W. Caldwell & Son Company.

About two years ago there appeared in these columns a description of the new plant of H. W. Caldwell & Son Company, Chicago, Ill., engineers and machinists. While the original plant as described at that time was a very extensive one, the growing trade of this company has made extensive additions to their plant necessary. The accom-

panying illustration shows the plant as it has been enlarged.

The main machine shop building is 100x180 feet with galleries running the full length of the building. By means of an electric crane the galleries are utilized for manufacturing purposes as conveniently as the main floor. This building is used entirely for manufacturing, all the raw material and manufactured stock being carried in the warehouse. By utilizing this entire building for machine work, the capacity of production is much greater than would be the case if stock were carried. In this building is a complete equipment of modern tools, all of them being driven electrically, and all being arranged for the convenient handling of the material to be operated upon.

Next to the machine shop, and of the same dimensions is the building devoted to the manufacture of the well-known specialty, the Caldwell Helicoid Conveyor, and also to the manufacture of their growing line of sheet metal specialties. This building is fully equipped with furnaces, the fuel used being fuel oil. Every device for the economical and workmanlike production of sheet metal articles is provided. Among the recent additions to the plant is a complete pneumatic tool equipment by means of which the riveting, chipping and some of the drilling is done. The use of compressed air in this work insures economy and rapidity of production.

The power house, which is shown back of the main machine shop building, is an independent structure, the equipment consisting of water tube boilers with a large Corliss engine for the main power generator, this being connected with dynamo for generating the electricity used in the plant. In addition to the main engine is a high speed direct connected engine used as auxiliary to

the main engine and also used for lighting purposes and night runs.

In the engine room is placed a large air compressor for supplying the pneumatic tools, pneumatic hoists and the compressed air for the fuel oil furnaces. The transmission of power from the engine room is entirely electrical, the generators supplying not only the power for running the plant, but the electric light and the power for operating the electric crane.

The most important addition to the

tion until it finally reaches the shipping room, ready for delivery.

The additions to the plant just completed double its capacity and with the increased capacity the Caldwell Company is prepared to take care of a growing trade with even greater promptness than has been their custom heretofore.

Canvas Belting for Elevators.

The best belt to be used for driving as well as conveying purposes is a vexatious question which concerns all manufacturers in general, and grain elevator owners in particular. Elevator belts as a rule have to be wide and of great length. They are subjected to very severe strains. Without the load they are supposed to carry, the buckets in themselves, add considerably to the weight of the belt; therefore the material for these belts must be exceptionally strong, of long lasting qualities and with very little stretch.

Heretofore only the best of rubber or leather belts have answered these requirements. Leather belts have been steadily rising in price, making their use for large belts almost prohibitory, and of late years rubber belts have largely displaced leather in elevators. With the many uses to which crude rubber is put, the demand has been steadily increasing way beyond the production, and it will be years before the present new rubber plantations in the South will be of any commercial value; therefore the cost of elevator belts is a serious con-



Enlarged Plant of H. W. Caldwell & Son Co., Chicago.



Carton Belting Co.'s Plant, Boston, Mass.

plant is the large warehouse shown in the illustration. This building having three stories and basement gives about 45,000 square feet of floor space. The building is equipped with two large and heavy elevators. It is used for the storage of the large stock of goods that the Caldwell company always carry on hand, and is also the place where all the orders are gathered together before being shipped. With ample space for shipping purposes, the handling of orders with facility and dispatch is attained. The general arrangement of the plant is such that the raw material is received in one department and moves through its different stages of produc-

sideration. It is only natural that elevator owners have been looking for a less expensive belt which would answer their requirements. Various belts have been tried only to be rejected, having fallen short one way and another. A good deal of the trouble has been that the belts made out of other material has been so hard as to crack and break at the elevator bolts. Up to a short time ago nothing but rubber or leather could be used.

About eighteen months ago the Churchill-White Grain Co. were induced to try another belt, in comparison with a high grade belt such as they had been using. This test was so satisfactory that

they adopted this belt at their new elevator in South Bend, Ind., and here as well as in their other plants, where they are using the Carton Stitched Canvas Belts, the results are entirely satisfactory. These belts are made by the Carton Belting Co. of Boston, Mass.

Pulled in an Elevator's Bulges.

Down the sides of the smaller of the Pennsylvania Railroad Company's two grain elevators at Girard Point there are to be seen, set at intervals of nine feet, strips of iron, each fifty feet long, and each studded with nuts. These iron strips are the evidences of a series of repairs that the elevator underwent in the idle season that preceded its autumn rush.

The building is 201 feet long, 90 feet wide and 148 feet high. It holds 800,000 bushels of grain. The lateral pressure of

ing the bulges perforce disappeared and the walls more than regained their original strength. This operation was most successful. The interior of the elevator was not empty, but many bin walls blocked the passage of the iron rods. Holes had to be bored thru the bin walls, which were eight inches thick and heavily nailed.

New Choctaw Elevator at Memphis.

The Choctaw, Oklahoma and Gulf Railroad, which has its eastern terminus at Memphis, penetrates one of the best wheat districts of the Southwest. The extension of this line, which is now about completed, will insure a further increase in the grain receipts of Memphis. At most of the stations along this line, or, at least at nineteen of them, are

cupola are double, being 4 inches thick. On each side of the house is a car puller. Double car shovels are provided on the upside, at the receiving sink, which drops the grain into the elevator boot. The house has three stands of elevators, with a combined capacity of 10,000 bushels per hour. Three large garners are above the three 1,400-bushel hopper scales. Below the scale hoppers is a telescoping revolving spout, by means of which grain can be diverted to any one of the thirty-one storage bins, which have an aggregate capacity of 100,000 bushels.

At each side of the house is a loading spout, running direct from the distributing floor, to cars, at an angle of about 45 degrees. As this gives grain a fall of 95 feet, cars can be loaded to the roof without shoveling. Barrels of salt water, with buckets, are placed on every floor, and it is intended to place a stand-



John K. Speed & Co.'s Warehouse, Memphis.



Davis & Andrews' Elevator at Memphis.



New Choctaw Elevator at Memphis, Tenn.

so much grain is almost inconceivable, and therefore it is not surprising that the side walls of the building were discovered to have bulged. The bulge was slight. It was nowhere greater than five inches. But how to remove it, and how at the same time to restore the original strength to the walls of the structure, was a question of some difficulty. This question, Charles E. Davis, the superintendent of the Girard Point elevators, solved.

Mr. Davis took strips of channel iron, fifty feet in length, and fixed them upright at the nine-foot intervals on the exterior of the side walls. Holes were bored in each strip ten feet apart. Therefore it followed that each hole had, ninety feet away, in a perfectly straight line on the other side wall, its opposite. Round iron rods, one and one-half inches in diameter, were passed from hole to hole clean thru the building, (there were 440 holes and 220 rods), and on the rods' ends, where they protruded from the corrugated iron strips, nuts were placed. Then, with immense wrenches, the nuts were screwed tight, and with this screw-

receiving elevators, operated by the Choctaw Mill & Elevator Company, which has its headquarters at Memphis.

The officers of this company are H. C. Bradford, president; N. B. Trulock, vice president; J. B. Trulock, auditor; R. S. Trulock, treasurer and F. E. Gillette, secretary. The company will build another elevator at Ardmore, Ind. Ter., as soon as the Choctaw Railroad is completed to that station.

Its new elevator at Memphis, which was completed last year, is designed especially for the rapid handling of grain. It has over 5,500 feet of track room, and other tracks will soon be laid, so as to facilitate further the receiving and loading out of grain. Beside the elevator, at ends of two lines of track, are car transfer tables, by means of which cars may be transferred from empty to loading tracks. Pulleys are so arranged as to permit the use of the car puller for moving the transfer tables.

The house is 72x42 and 130½ feet high. It is a cribbed structure, seasoned oak cribbing 2x8, 2x6 and 2x4 being used. It is covered with galvanized iron siding. The two lower floors and both floors of

pipe in the house some time during the present season.

On the working floor, below the bins, are two Invincible Oat Clippers, one Invincible Double-Receiving Separator, two Wilson double dust collectors, on clippers, two shaking screens for separating clipper dust from chaff, and one Great Western Feed Mill. The dust from the separator is spouted outside of the house to a Day Dust Collector, which is incased in a small dust house.

The power is supplied by a 50-horsepower electric motor, which with meter, rheostat, and other electric devices, necessary to such a plant is locked up in dust-proof room in the basement. Power is transmitted to the machinery on the upper floors, by means of a rope drive. Nearby are the offices of the company, which include a general office and two private offices.

Flaxseed amounting to 3,581,875 bushels was exported during 1901, as reported by O. P. Austin, chief of the bureau of statistics; compared with 2,715,233 bushels during 1900.

PATENTS GRANTED

John M. Sanders, Dalton, Ga., has been granted letters patent, No. 693,072, on a pea huller.

John T. Smith, Heron Lake, Minn., has been granted letters patent, No. 692,936, on a machine for treating flax.

Nelson G. Harris, Chicago, Ill., has been granted letters patent, No. 692,444, on a carburetor for explosive engines.

Geo. M. Thompson, Philadelphia, Pa., has been granted letters patent, No. 692,734, on a sparking igniter for explosive engines.

Devello P. Clark, Grand Rapids, Mich., has been granted letters patent, No. 692,625, on a sparking igniter for explosive engines.

Jean B. Boisselot, New York, N. Y., has been granted letters patent, No. 692,-

been granted letters patent, No. 693,080 (see cut), on a corn sheller. Below the shelling cylinder and its concave is a cob rack receiving the cobs from the cylinder and provided at its opposite ends with walls containing gratings. The fan casing has its discharge disposed toward the shoe and in a direction away from the cob rack.

Chas. S. Ellis, Chicago, Ill., has been granted letters patent, No. 692,836 (see cut), on a car seal. The seal is formed of a single piece of metal, with a locking strap having an aperture in the free end, a hollow chamber formed of two flanged portions laterally folded in a given direction, and a double tongue bent in the same direction as the flanged portions.

Alexander W. Robertson, London, Eng., has been granted letters patent, No. 692,355 (see cut), on apparatus for loading and unloading bulk cargoes. The

Adopting the Hess Grain Drier.

The use of the Hess system of drying and cooling grain has been successfully extended to the drying and toasting of flakes and other cereal foods, entailing a considerable saving in cost over the old methods, both in the installing of the apparatus and in operation.

The first application of the Hess device on such foods was made for the Sanitarium Health Food Co. of Battle Creek, Mich., in the summer of 1901 on the food known as "Toasted Wheat Flakes." Three machines are now in use on this company's foods for drying boiled grain, nut pastes, granut preparations, etc., and for roasting peanuts, toasting flakes and other similar work. Steam heat is used in two of their driers, the other being provided with a brick furnace in which a hard-coal fire is the source of heat. The temperature is indicated by a thermometer, and is under absolute and instant control.

In drying flaked foods, the damp flakes, just as they come from the rolls, are dumped into the top of the racks of the Hess machine, where they gravitate into layers, and are dried at a low temperature. As they progress downward through the racks, this temperature is increased until at the bottom is found a sharp heat of about 300 degrees, which browns and crisps the food. At this point it is dropped from the machine onto a canvas belt, which conveys it direct to the packers. The flakes are in plain view, and are stirred gently by gravity while toasting, and the hot air is forced by means of a fan through the layers, as they progress, thus affording proper contact with every particle. The color obtained is uniform, and the breakage of flakes insignificant.

With such success has the Hess system met in this class of work that their machines have superseded ovens and other devices wherever used. Among the factories in Battle Creek adopting it are the Sanitas Nut Food Co., the Malt Too Flaked Co., the Battle Creek Flaked Food Co., the Commercial Travelers' and Farmers' Food Co., the Tryabita Food Co., the American Hulled Bean Co.; and negotiations are on foot for its adoption in other Battle Creek institutions.

Grain Shipments.

For the week ending Feb. 22, the shipments of wheat, corn and oats at nine primary markets, and at the leading seaports, were:

WESTERN POINTS.	Wheat, bu.	Corn, bu.	Oats, bu.
Chicago.....	325,374	158,700	401,782
Milwaukee.....	29,600	18,060	74,700
Minneapolis....	218,050	21,510	22,960
Duluth.....	2,464	15,739	7,899
St. Louis.....	309,000	319,000	208,845
Toledo.....	4,115	61,871	29,700
Detroit.....	18,314	18,867	4,093
Kansas City....	49,600	291,200	.....
Peoria.....	133,491	53,378	104,437
Total.....	1,090,078	153,315	854,416
Last week.....	1,072,039	1,359,235	1,039,872
Last year.....	1,189,636	1,764,385	1,709,356
SEABOARD.			
New York.....	377,394	36,588	20,706
Boston.....	147,484	25,932	.....
Philadelphia....	317,403	72,840	35,239
Baltimore.....	40,060	9,178	.....
New Orleans....	32,000	1,945	.....
Galveston.....	56,000	.....	.....
Newsp't News.	.....	.....	.....
Total.....	970,278	146,493	55,945
Last week.....	1,014,301	436,263	49,463
Last year.....	1,095,644	2,913,182	376,323

975, on an ignition plug for explosion engines.

Daniel Wilde, Washington, Ia., has been granted letters patent, No. 693,199 (see cut) on a grain weigher mounted on an upright by means of a bracket. The hopper is sustained by the bracket, which is adjustable.

Frank H. Jones, Minneapolis, Minn., assignor of two-thirds to E. K. Proctor and W. J. Farrar, Minneapolis, Minn., has been granted letters patent, No. 692,522 (see cut), on a grain door for freight cars. The door comprises a series of pivotally connected iron angle bars, which run upon guides and are raised after the manner of a roll-top desk.

Finlay R. McQueen, Superior, Wis., has been granted letters patent, No. 692,894 (see cut), on a fireproof grain bin. In a bin built of hollow tile blocks, arranged in layers united by cement, are laid closely spaced binding wires, overlying the openings in the tile blocks and serving to support the cement or mortar while in a plastic condition.

Stansbury J. Smith, Pine Bluff, Ark., has been granted letters patent, No. 692,937 (see cut), on a freight car door. The door is hung on a track and is capable of vertical movement as well. At the bottom of the door are hinged catches extending outward from the interior of the car, to engage the door. The catches are fastened by a rockshaft and operating arm.

Samuel Stroup, Lincoln, Neb., has

grain is elevated from the hold of the vessel by a marine leg mounted on a pontoon tied up alongside. The patent relates to the mounting of the leg on a platform and standards to maintain it in the same position without regard to the rise and fall of the pontoon.

John D. Shanahan, Buffalo, N. Y., has been granted letters patent, No. 691,814 (see cut), on a grain dumping car. The floor is made in two tilting sections discharging thru an open center frame. The meeting ends of the two sections are mortised and tenoned to interlock when closed, and are supported in the closed position by an under beam, which, after the door has been opened, is moved to one side and the other to discharge the two ends of the car successively.

Linseed oil cake exports for 1901 amounted to 593,149,610 pounds, compared with 443,367,549 pounds during 1900.

The Henry Phillips Seed Co. of Toledo, O., has been awarded an additional seed contract by the United States government.

Our exports of rice during 1901 included 545,058 pounds of head rice and 28,316,624 pounds of rice bran, meal and polish; compared with 13,274,125 pounds of head rice and 26,663,553 pounds of rice bran, meal and polish during 1900, as reported by O. P. Austin, chief of the bureau of statistics.

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Thos. H. Botts & Co., grain, seeds.
Chas. England & Co., grain, hay.

BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.

BUFFALO.

W. W. Alder, strictly commission.
W. B. Gallagher, damaged grain.
Dudley M. Irwin, barley.
Watkins & Anderson, grain and feed.
S. W. Yantis, grain and feed.

CHICAGO.

Armour Grain Co., grain buyers.
Bartlett, Frazier & Co., grain.
Calumet Grain & Elevator Co., commission merchants.
A. C. Curry & Co., grain, seeds.
Dreiske & Hinners, commission.
L. Everingham & Co., grain, seeds.
Sam Finney, commission.
W. A. Fraser, grain commission.
Gerstenberg & Co., grain, seeds.
The Glucose Sugar Refining Co., buyers of corn.
H. Hemmelgarn & Co., commission.
Lowell Hoyt & Co., grain, hay.
W. F. Johnson & Co., grain, seeds.
L. H. Manson & Co., grain, comsn.
W. H. Merritt & Co., grain, seeds.
Milmine, Bodman & Co., grain, comsn.
W. R. Mumford Co., commission.
Pope & Eckhardt Co., comsn.

CHICAGO—Continued.

H. W. Rogers & Bro., grain and seeds
Rosenbaum Bros., receivers, shippers.
J. Rosenbaum Grain Co., recrs, shprs.
Rumsey, Lightner & Co., commission.
James P. Smith & Co., grain.
E. W. Wagner, receiver and shipper.
Ware & Leland, grain, seeds.
Weare Commission Co., commission.
Van Ness & Wilson, grain receivers.

CAIRO, ILL.

H. L. Halliday Milling Co., grain.

CINCINNATI.

Union Grain & Hay Co., grain, hay.

DAYTON, OHIO.

Schaeffer & Boroff, grain shippers.

DETROIT.

Burks Grain & Elevator Co., grain.

EVANSVILLE.

W. H. Small & Co., grain, seeds.

GREENVILLE, OHIO.

E. A. Grubbs Grain Co., track buyers.

INDIANAPOLIS.

Bassett Grain Co., commission.

KANSAS CITY.

Ernst-Davis Grain Co., commission.

KENTLAND, IND.

McCray, Morrison & Co., track buyers.

MEMPHIS.

John Wade & Sons, grain dealers.

MILWAUKEE.

L. Bartlett & Son Co., commission.
Franke Grain Co., grain, hay.

MINNEAPOLIS.

E. A. Brown & Co., comisin.
Van Dusen-Harrington Co., comsn.

NEW YORK.

Geo. N. Reinhardt & Co., hay, grain.

PEORIA, ILL.

P. B. & C. C. Miles, grain commission.

PHILADELPHIA.

E. L. Rogers & Co., grain, hay.

PITTSBURG.

Daniel McCaffrey's Sons, grain, hay.
R. S. McCague, grain, hay.

PORTLAND, ME.

Edward P. Merrill, grain broker.

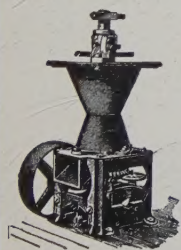
ST. LOUIS, MO.

Daniel P. Byrne & Co., grain, hay.
Connor Bros. & Co., grain comsn.
Parrott-Baxter Grain Co.

TOLEDO.

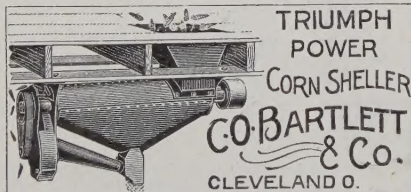
The Toledo Salvage Co., salvage grain.
C. A. King & Co., grain, clover seed.
Reynolds Bros., grain.
W. A. Rundell & Co., grain, seeds.
J. F. Zahm & Co., grain, seeds.

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when crushed and sold for feed. Our combined machine can be used as a corn sheller or corn and cob crusher. It is a money maker.

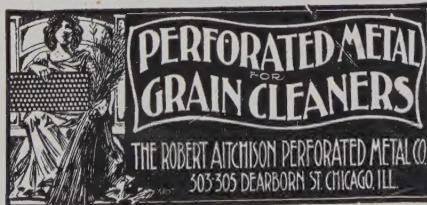
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NET CASH SURPLUS, \$469,382.27
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The Chicago, Milwaukee & St. Paul Railway Company gives unremitting attention to the development of local traffic on its lines and, with this in view, seeks to increase the number of manufacturing plants on its system either through their creation by local enterprise or the influx of manufacturers from the East. It has all its territory districted in relation to resources, adaptability and advantages for manufacturing. Specific information furnished manufacturers in regard to suitable locations. Address

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The verdict given by the general public that the Great Rock Island Route has the Best Dining Car Service in the world, will not be disputed by patrons who have used this line. Thousands of letters testify to this fact. A better meal cannot be secured in any hotel or restaurant in the cities of New York or Chicago than is served in the Rock Island Dining Cars. A la carte on all cars; a splendid lunch served on Colorado trains for 50 cents.

White's Wheat Flakes

Is the most palatable cereal food on the market. A trial will convince you.
If your grocer does not keep it, write

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Clark's Decimal Grain Values.

Saves Time, Money and Prevents Errors.

It shows at a glance or with the simplest addition the cost of any quantity of grain at any possible market price and reduces pounds to bushels on the same page.

The values are shown directly from the pounds without reducing to bushels.

Quantities are shown in red figures, and values in black. The price being given at top and bottom of columns on each page.

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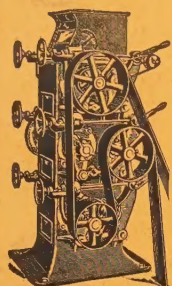
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